



2015 Retail Trade Analysis Fairmont and Martin County

A TOOL USED TO MEASURE THE ECONOMIC HEALTH OF THE LOCAL RETAIL ECONOMY

Authored by Ryan Pesch and Jennifer Hawkins, University of Minnesota Extension Educators

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July 2017

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EXECUTIVE SUMMARY

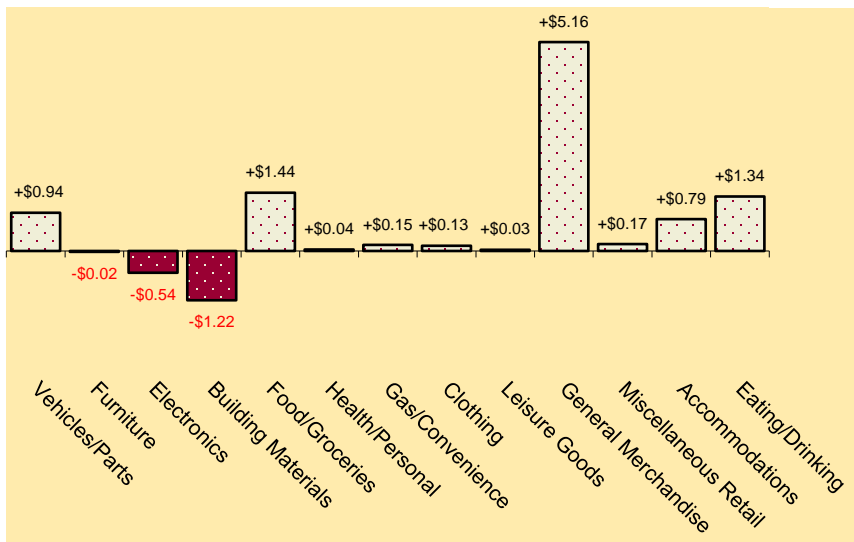
Retail Trade Analysis for Fairmont, MN

CONTINUED STEADY GROWTH

The Minnesota Department of Revenue releases sales tax information each spring for the year that ended about 15 months earlier. The latest information indicates that Fairmont's taxable retail and service sales increased 9.8%¹ between 2012 and 2015, reaching an estimated total of \$98.75 million.

The largest increase in dollar sales was in the business category of General Merchandise (which includes department stores, superstores, dollar stores and variety stores), increasing by over \$5 million to an estimated total sales of around \$32.5 million in 2015. General Merchandise stores are also the largest contributors of taxable sales in Fairmont's economy, accounting for 33% of all taxable sales. Sales of Building Materials decreased by \$1.2 million, a decline of almost 46%, over the last three years (see Figure 1). However, the Food/Grocery category grew by \$1.4 million. Hotels, Restaurants and Vehicles/Parts Stores also showed strong sales growth.

Figure 1: Taxable Sales Changes by Category (in Millions) 2012 to 2015



COMPARING FAIRMONT'S PERFORMANCE TO SIMILAR MINNESOTA CITIES

Economists expect cities of larger populations to have more sales since their potential customer base is larger. A way to compensate for this in a retail trade analysis is to measure the pull factor.² Fairmont's 2015 taxable retail and service sales per capita were estimated to be \$9,476, compared with \$9,033 for Minnesota overall and \$7,339 for non-metro cities. As you can see in Figure 2, the 2015 overall pull factor for Fairmont is 1.05.

¹ The data in this summary are not inflation adjusted.

² Pull Factor compares the local taxable sales per capita to that of the state. A pull factor index higher than 1.0 usually indicates that businesses are pulling in customers from outside their community. A lower pull factor usually indicates residents are leaving the community to make purchases.



This analysis includes Worthington, Albert Lea, and New Ulm. It shows that Fairmont is closing the pull factor gap with the other cities on Interstate 90.

In addition to pull factor, another way to measure activity is by comparing expected performance to actual. The following table (Figure 3) calculates pulling power for selected categories of retail activity. It also shows expected sales based on income, population and typical overall pulling power of communities like Fairmont. Expected sales provide a benchmark, or "par value", in analyzing retail strength.

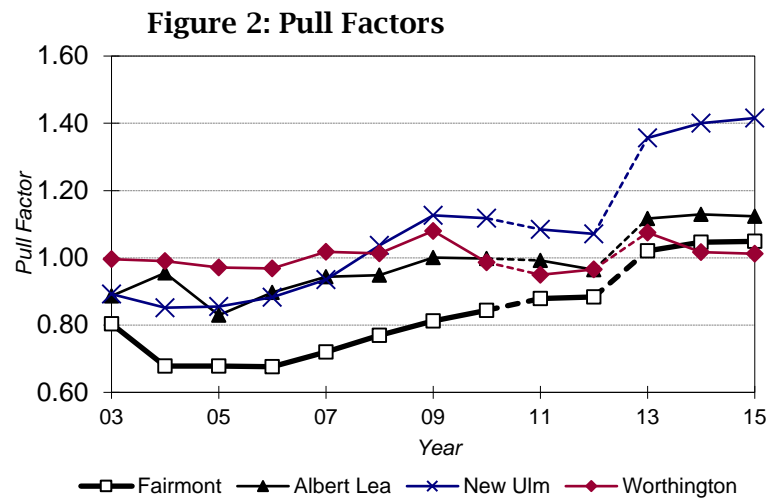


Figure 3: Fairmont Expected Sales Versus Actual Sales for Selected Categories

Category	Expected Sales (millions)	Actual Sales (millions)	Variance As % of Expected	Trade Area's Estimated Customer Gain (or Loss)
Building Materials	\$7.16	\$1.4	-79.9%	-8,325
Health/Personal Stores	\$0.79	\$2.98	+277.3%	+28,901
General Merchandise	\$11.8	\$32.53	+175.6%	+18,296
Accomodations	\$2.03	\$6.84	+236.5%	+24,645
Eating/Drinking Places	\$15.13	\$17.74	+17.2%	+1,795
Total Taxable Retail & Service	\$73.64	\$98.75	+34.1%	+3,553

THE BOTTOM LINE

The overall taxable sales per capita are very close to the average. Fairmont is drawing a high number of people to the community for Accommodations, Health and Personal as well as General Merchandise purchases. However, opportunity still exists in the Building Materials category with over \$5.5 million in unmet potential for the city.

The full report that follows will show how various retail and service categories have changed since 2003 for Fairmont and Martin County. This report allows individual businesses to see how they performed compared to community and state averages. It may also provide insights for possible startup or expansion opportunities.



Fairmont Retail Trade Overview

Total Taxable and Gross Retail Sales

The table below presents gross and taxable retail and services sales for Fairmont from 2004 through 2015. Without inflation adjustments, taxable sales in Fairmont increased 31.7 percent from 2008 to 2015, while the number of firms fell 3.6 percent. Statewide, taxable sales decreased 0.7 percent over the same time period and the number of firms fell 9.3 percent. The per capita sales and pull factor data in this table are based on taxable sales, the more verified sales measure.

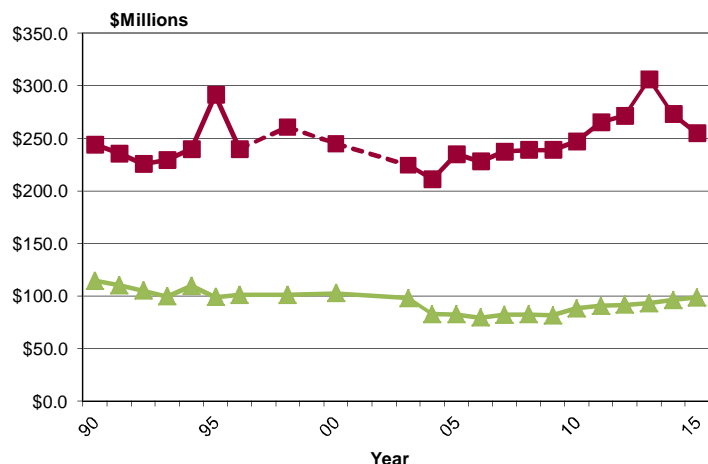
The table also presents sales data in constant 2015 dollars. These figures have been adjusted for inflation to reflect their value in 2015. For example, in 2003, taxable sales in Fairmont totaled \$76.48 million, an amount worth \$98.05 million in 2015 dollars. In constant dollars, gross sales grew 6.6 percent between 2008 and 2015. Constant dollar taxable sales increased 19.8 percent over the same time period.

Year	Estimated Population	Current Dollars		Constant 2015 Dollars		Number of Firms	Per Capita Sales	Pull Factor
		Gross Sales* (\$millions)	Taxable Sales (\$millions)	Gross Sales* (\$millions)	Taxable Sales (\$millions)			
2003	10,666	\$175.09	\$76.48	\$224.47	\$98.05	306	\$7,170	0.80
2004	10,548	\$168.75	\$66.19	\$210.94	\$82.74	306	\$6,275	0.68
2005	10,483	\$192.78	\$67.68	\$235.09	\$82.53	303	\$6,456	0.68
2006	10,403	\$193.74	\$67.57	\$227.93	\$79.49	311	\$6,495	0.68
2007	10,220	\$206.51	\$71.52	\$237.37	\$82.20	306	\$6,998	0.72
2008	10,191	\$217.51	\$75.00	\$239.03	\$82.42	308	\$7,359	0.77
2009	10,104	\$215.00	\$73.50	\$238.89	\$81.67	306	\$7,274	0.81
2010	10,666	\$227.25	\$81.23	\$247.01	\$88.29	307	\$7,616	0.84
2011	10,631	\$254.88	\$87.08	\$265.50	\$90.71	295	\$8,191	0.88
2012	10,521	\$265.99	\$89.91	\$271.42	\$91.74	286	\$8,546	0.88
2013	10,494	\$303.17	\$92.35	\$306.23	\$93.28	294	\$8,800	1.02
2014	10,464	\$272.96	\$96.10	\$272.96	\$96.10	300	\$9,183	1.05
2015	10,421	\$254.72	\$98.75	\$254.72	\$98.75	297	\$9,476	1.05
7 yr Change '08 to '15								
	2.3%	17.1%	31.7%	6.6%	19.8%	-3.6%	28.8%	36.2%
3 yr Change '12 to '15								
	-1.0%	-4.2%	9.8%	-6.2%	7.6%	3.8%	10.9%	18.7%

*Gross sales figures are self-reported by firms and not audited by the Dept. of Revenue for accuracy.

Fairmont: Retail/Service Sales in Constant Dollars

Total Sales: Gross & Taxable



[Click here](#)

Constant \$ Gross Sales

Constant \$ Taxable Sales

Fairmont

Selected Components of Change*, 2012 to 2015

Selected Categories	Taxable Sales 2012	Taxable Sales 2015	Dollar Change	Percent Change
Vehicles & Parts	\$6,947,017	\$7,890,301	+\$943,284	+13.58%
Furniture Stores	\$412,566	\$391,191	-\$21,375	-5.18%
Electronics	\$3,225,510	\$2,688,057	-\$537,453	-16.66%
Building Materials	\$2,656,219	\$1,439,843	-\$1,216,376	-45.79%
Food, Groceries	\$6,642,412	\$8,080,336	+\$1,437,924	+21.65%
Health, Personal Stores	\$2,944,598	\$2,981,105	+\$36,507	+1.24%
Gas/Convenience Stores	\$3,924,899	\$4,075,303	+150,404	+3.83%
Clothing	\$576,385	\$705,034	+\$128,649	+22.32%
Leisure Goods	\$1,298,095	\$1,327,607	+\$29,512	+2.27%
General Merchandise Stores	\$27,372,635	\$32,528,777	+\$5,156,142	+18.84%
Miscellaneous Retail	\$834,765	\$1,005,399	+\$170,634	+20.44%
Accommodations	\$6,049,417	\$6,835,637	+\$786,220	+13.00%
Eating & Drinking	+\$16,395,936	+\$17,740,668	+\$1,344,732	+8.20%
Total Retail and Services Sales	\$89,909,335	\$98,751,179	+\$8,841,844	+9.83%

* Figures not adjusted for inflation.

Taxable Sales Changes by Category (in Millions) 2012 to 2015



[Click here](#)

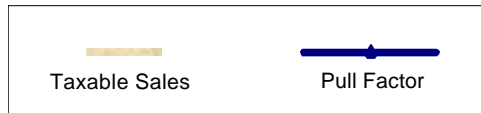
Recent Trends By Merchandise Category

Fairmont

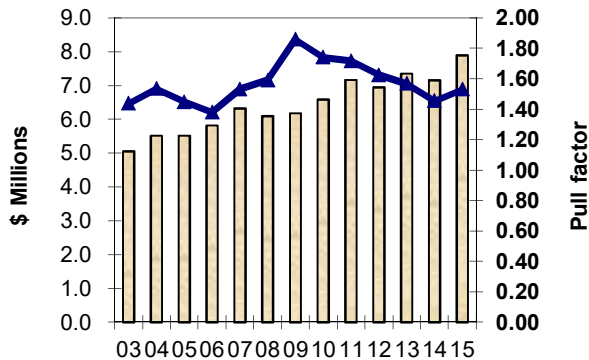
This page looks at several merchandise categories to chart the multi-year trend in taxable sales and pull factor. NA=Suppressed Data



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Vehicles & Parts

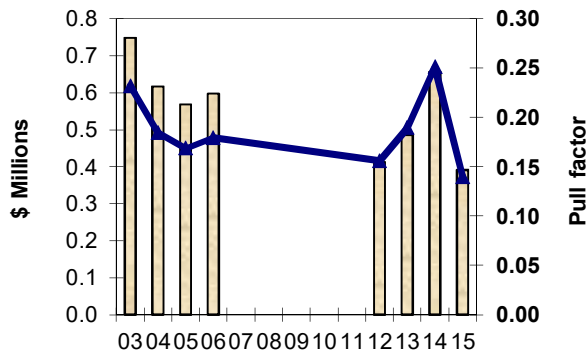


8.0% of Fairmont's taxable sales in 2015

Sales per capita are \$757

Stores in the Motor Vehicle and Parts Dealers subsector retail motor vehicles and parts from fixed point-of-sale locations. This can include automobiles, campers, RV's, boats, out-board motors, sailboats, snowmobiles, motorcycles, and all terrain vehicles. On-road vehicle sellers do not collect sales tax but rather Motor Vehicle Tax. Sales tax is collected on boats, snowmobiles, dirt bikes, ATVs, and parts.

Furniture

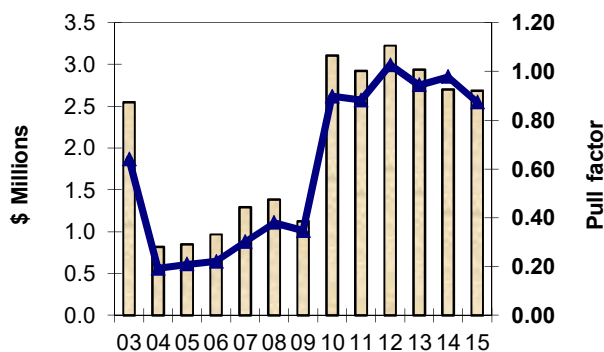


0.4% of Fairmont's taxable sales in 2015

Sales per capita are \$38

Stores in the Furniture and Home Furnishings subsector retail new furniture and home furnishings from fixed point-of-sale locations. This can include bed stores, office furniture, carpet stores, window treatments, lamps, framing shops, linens, and kitchenware.

Electronics



2.7% of Fairmont's taxable sales in 2015

Sales per capita are \$258

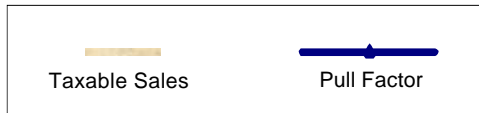
Stores in the Electronics and Appliance subsector retail new electronics and appliances from point-of-sale locations. This can include household appliances, sewing machines, vacuum cleaners, computers, cameras, telephones, cell phones, televisions, and radios.

Recent Trends By Merchandise Category

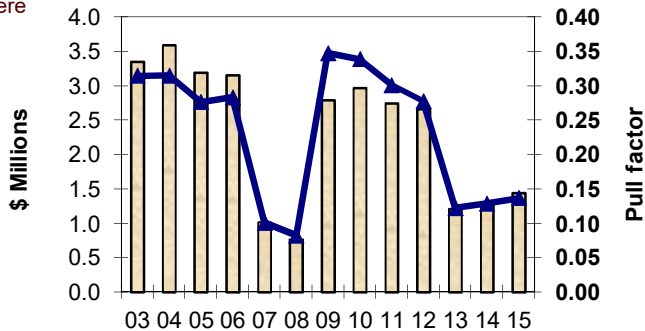
Fairmont



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Building Materials



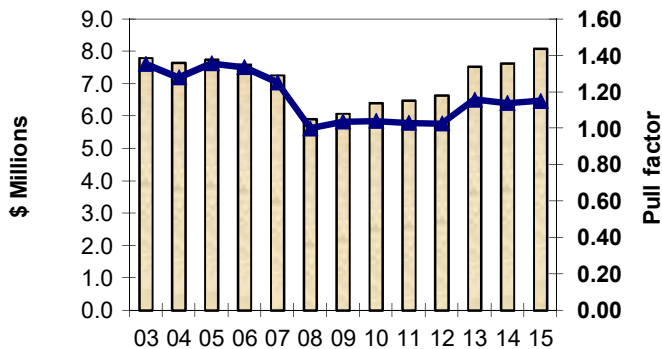
This page looks at several merchandise categories to chart the multi-year trend in taxable sales and pull factor. NA=Suppressed Data

1.5% of Fairmont's taxable sales in 2015

Sales per capita are \$138

Stores in the Building Material and Garden Equipment and Supplies Dealers subsector retail new building material and garden equipment and supplies. This includes home improvement centers and stores that sell paint, wallpaper, ceramic tile, fencing, windows, roofing, siding, hardware, and plumbing.

Groceries & Beverage Stores

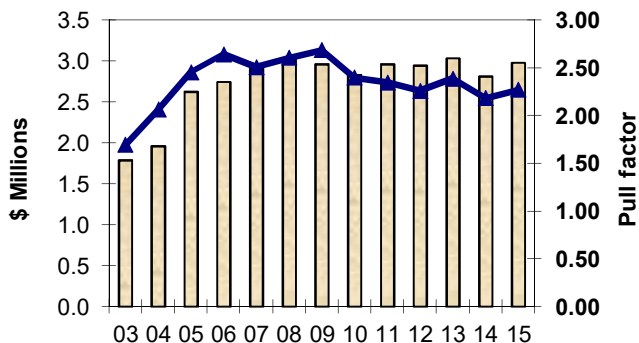


8.2% of Fairmont's taxable sales in 2015

Sales per capita are \$775

Stores in the Food and Beverage Stores subsector usually retail food and beverages merchandise from fixed point-of-sale locations. This can include grocery stores, liquor stores, bakeries, candy shops, butcher stores, meat markets, and produce markets.

Health, Pharmacy, Optical



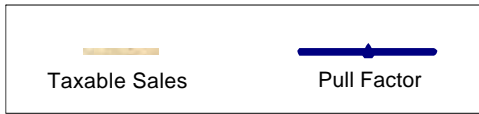
3.0% of Fairmont's taxable sales in 2015

Sales per capita are \$286

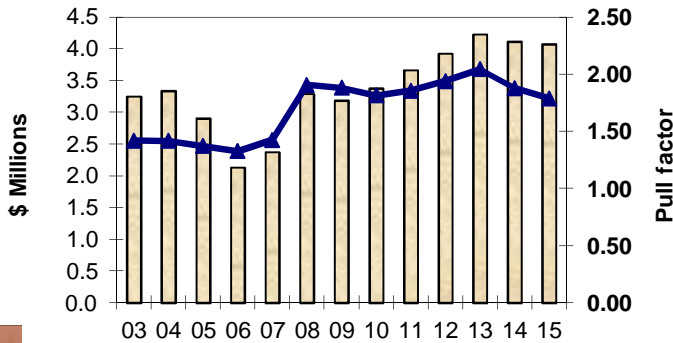
Stores in the Health and Personal Care Stores subsector retail health and personal care merchandise from fixed point-of-sale locations. This includes drug stores, health supplement stores, hearing aid stores, optical goods stores, cosmetic stores, medical supply stores,

Recent Trends By Merchandise Category

Fairmont



Gas/Convenience Stores



This page looks at several merchandise categories to chart the multi-year trend in taxable sales and pull factor. NA=Suppressed Data

4.1% of Fairmont's taxable sales in 2015

Sales per capita are \$391

Stores in the Gasoline Stations subsector group establishments retailing automotive fuels (e.g., gasoline, diesel fuel, gasohol) and automotive oils and retailing these products in combination with convenience store items. This includes truck stops, C stores, marine service stations, and ordinary gas stations that sell automotive supplies.

0.7% of Fairmont's taxable sales in 2015

Sales per capita are \$68

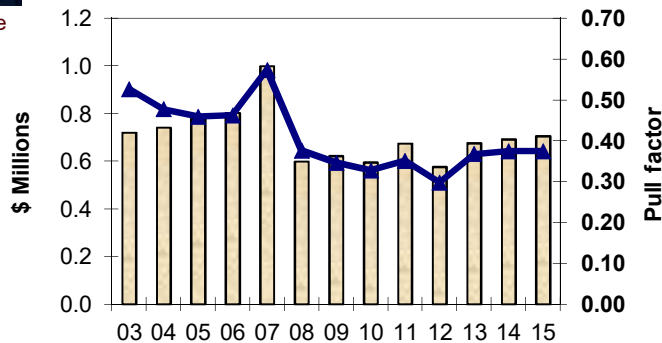
Stores in the Clothing and Clothing Accessories Stores subsector retailing new clothing and clothing accessories. Besides clothing stores it includes shops that sell jewelry, shoes, luggage, handbags, wigs, ties, bridal gowns, furs, uniforms, T-shirts, baby clothing, swimsuits, and lingerie.

1.3% of Fairmont's taxable sales in 2015

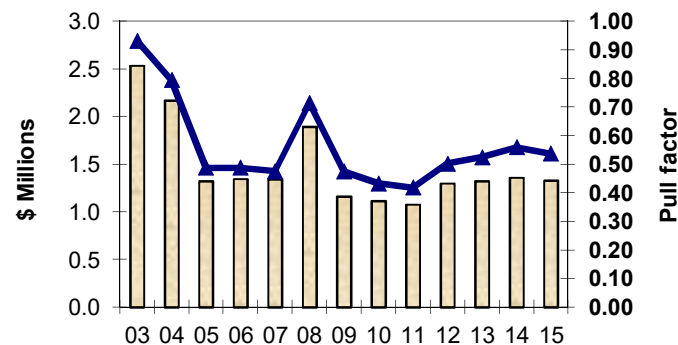
Sales per capita are \$127

Stores in the Sporting Goods, Hobby, Book, and Music Stores subsector are engaged in retailing and providing expertise on use of sporting equipment or other specific leisure activities, such as needlework and musical instruments. Newstands also fit in this subsector.

Clothing & Accessories



Sporting Goods/Hobbies



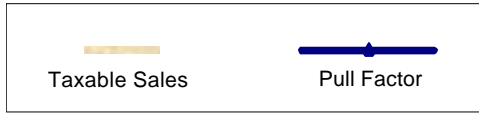
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Recent Trends By Merchandise Category

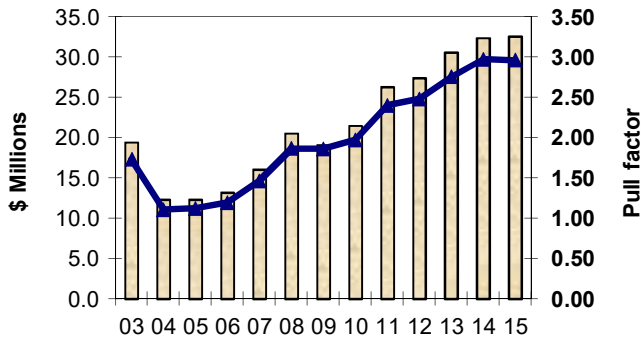
Fairmont



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General Merchandise Stores



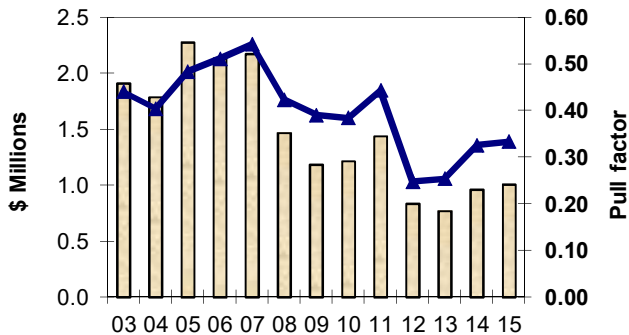
This page looks at several merchandise categories to chart the multi-year trend in taxable sales and pull factor. NA=Suppressed Data

32.9% of Fairmont's taxable sales in 2015

Sales per capita are \$3121

Stores in the General Merchandise subsector retail new general merchandise and are unique in that they have the equipment and staff capable of retailing a large variety of goods from a single location. This includes department stores, superstores, dollar stores, and variety stores.

Miscellaneous & Previously Unreported

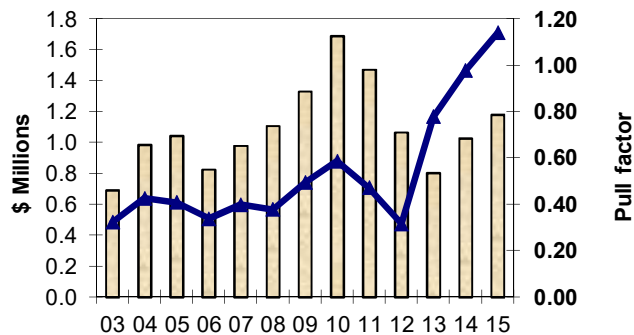


1.0% of Fairmont's taxable sales in 2015

Sales per capita are \$96

Establishments such as florists, used merchandise stores, and pet and pet supply stores as well as other store retailers. **Also, if a community had fewer than 4 stores in a previous sector, it was included in this category. This may cause unrealistically high Pull Factors.**

Non-Store Retail



1.2% of Fairmont's taxable sales in 2015

Sales per capita are \$113

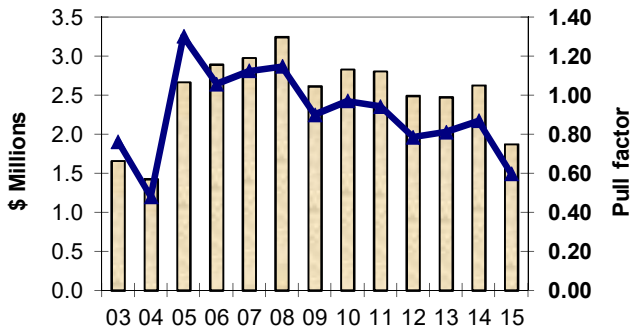
Mail-order houses, vending machine operators, home delivery sales, door-to-door sales, party plan sales, electronic shopping, and sales through portable stands (except food). Establishments engage in direct sale (nonstore) of products, such as home heating oil dealers and newspaper delivery are included in this subsector.

Recent Trends By Merchandise Category

Fairmont



Amusement

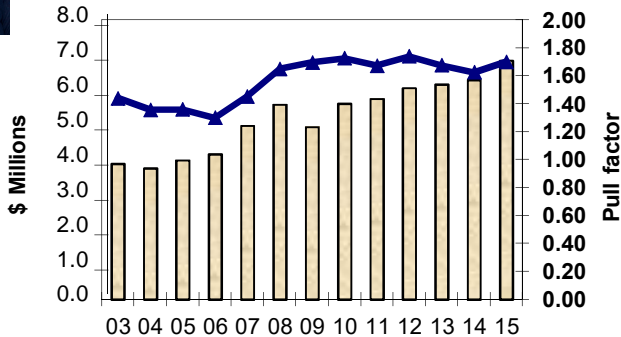


1.9% of Fairmont's taxable sales in 2015

Sales per capita are \$180

Establishments include casinos, bowling lanes, water parks, amusement parks, arcades, bingo halls, golf courses, ski slopes, marinas, dance or fitness centers, recreational clubs, ice rinks, swimming pools, roller rinks, and the like.

Accommodations

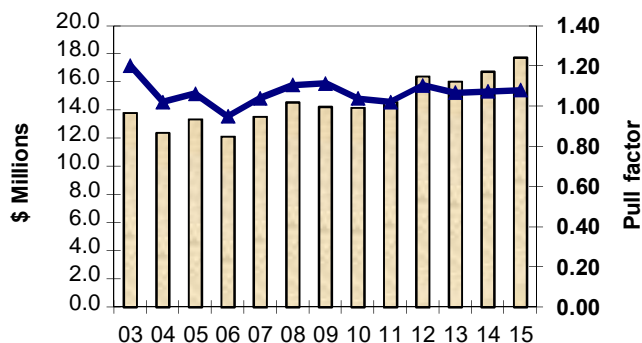


6.9% of Fairmont's taxable sales in 2015

Sales per capita are \$656

These businesses provide provide lodging or short-term accommodations for travelers, vacationers, and others. Included are hotels, motels, lodges, bed & breakfasts, campgrounds, fraternities, boarding houses, and dormitories.

Eating & Drinking



18.0% of Fairmont's taxable sales in 2015

Sales per capita are \$1702

These businesses sell food at full-service or limited-service establishments. It includes cafeterias, bagel shops, ice cream parlors, snack bars, food service contractors, caterers, lunch wagons, and street vendors. It also includes bars, taverns, and nightclubs.



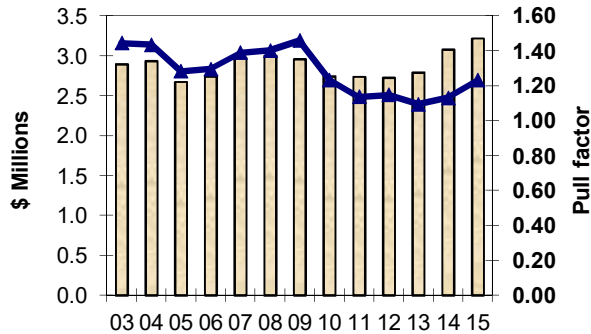
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Recent Trends By Merchandise Category

Fairmont



Repair Businesses



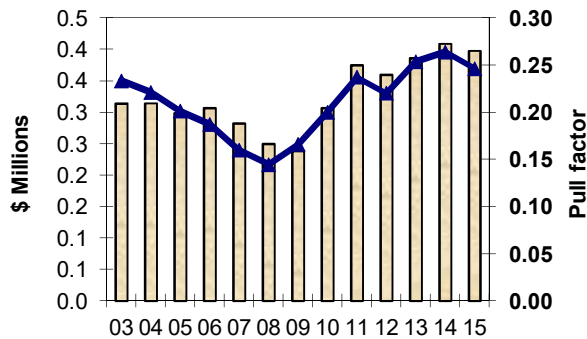
This page looks at several categories to chart the multi-year trend in taxable sales and pull factor.
NA=Suppressed Data

3.3% of Fairmont's taxable sales in 2015

Sales per capita are \$309

*The Repair and Maintenance subsector restore machinery, equipment, and other products to working order. It does **not** include plumbers & electricitians. It does include repairs to autos, cameras, radio, television, computers, copiers, appliances, lawn mowers, specialized equipment, small engines, furnitures, shoes, guns, etc.*

Personal Service Providers



0.4% of Fairmont's taxable sales in 2015

Sales per capita are \$38

Services performed include: personal care services; barber shops & beauty parlors; death care services; laundry and drycleaning services; and a wide range of other personal services, such as pet care (except veterinary) services, photofinishing services, temporary parking services, and dating services.



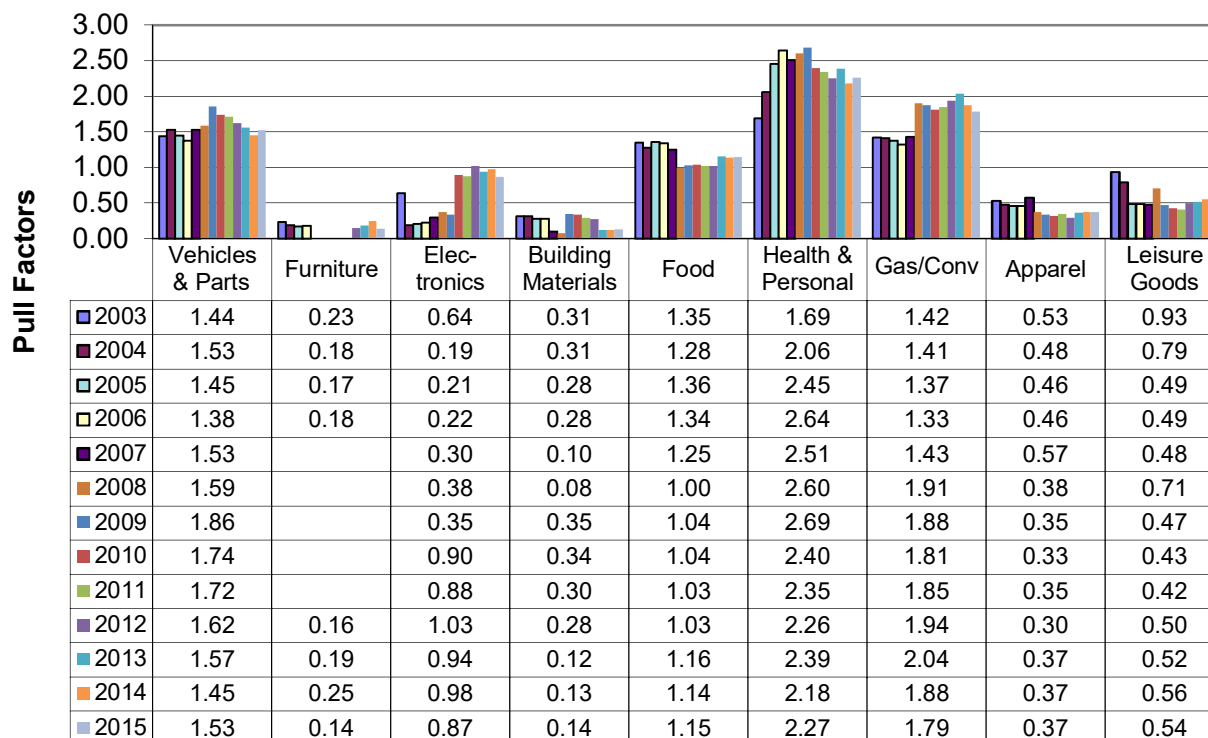
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Recent Trends By Merchandise Category

Fairmont

The following tables and charts depict pull factors in Fairmont from 2003 to 2015* by merchandise category. Pull factors are a measure of trade area size that provide a useful measure of changes over time because they account for changes in population and state-wide industry trends.

Pull Factor by NAICS Merchandise Category (1 of 2)



[Click here](#)

NAICS Category Descriptions

Motor Vehicles & Parts: Establishments that sell new & used autos, boats, motorcycles, golf carts, RV's, campers, snowmobiles, trailers, tires, and parts.

Furniture: Stores that sell furniture, beds, carpeting, window coverings, lamps, china, kitchenware, & woodburning stoves.

Electronics: Establishments primarily engaged in retailing household-type appliances, sewing machines, cameras, computers, and other electronic goods.

Building Materials: Establishments that sell lumber, hardware, paint, wallpaper, tile, hardwood floors, roofing, fencing, ceiling fans, lawn equipment, and garden centers.

Food: Grocery stores, deli's, bakery, & butcher shops that sell food to be prepared at home. Liquor stores.

Health & Personal: Pharmacies, food supplements, vision supplies, cosmetics, & hearing aid stores.

Gas Stations/Convenience Store: Retailers that sell fuel along with convenience store items.

Apparel: New clothing and accessories, jewelry, shoes, bridal shops, clock shops, and luggage stores.

Leisure Goods: Sporting goods, books, music, hobby stores, fabric shops, and toy stores.

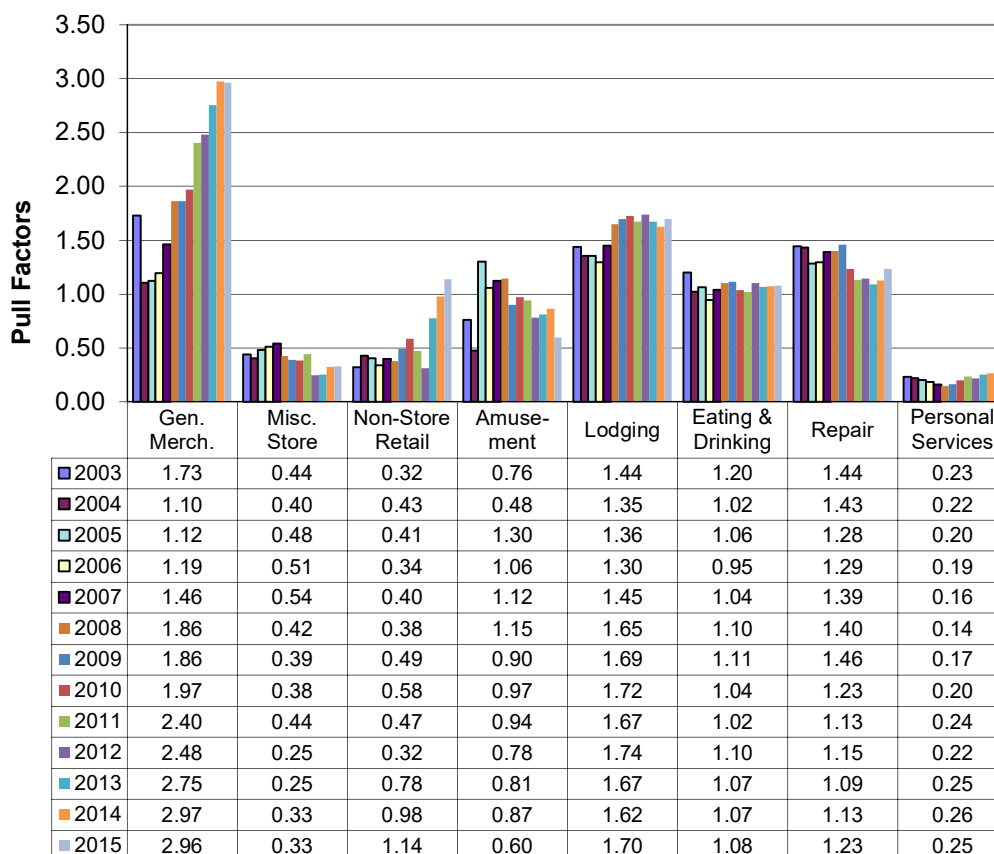
*Caution should be used when comparing pull factors before 2003 to those in later years due to how businesses are classified.

Recent Trends By Merchandise Category

Fairmont

The following tables and charts depict pull factors in Fairmont from 2003 to 2015* by merchandise category. Pull factors are a measure of trade area size that provide a useful measure of changes over time because they account for changes in population and state-wide industry trends.

Pull Factor by NAICS Merchandise Category (2 of 2)



NAICS Category Descriptions

General Merchandise: Establishments that sell a mixed line of goods. Examples are department stores, supercenters, and dollar stores.

Miscellaneous Store Retailers: Stores not covered in other categories such as florists, office supplies, pets, antiques, tobacco, art, used merchandise, and trophies. (see Suppressed Data in Cautions section)

Non-Store Retail: Retailers that do not use stores. This includes mail order, internet selling, bazaars, vending machines, fuel oil dealers, firewood dealers, door-to-door sales, and produce stands.

Amusement: Establishments such as golf courses, bowling lanes, marinas, amusement parks, water parks, shooting ranges, pool halls, horseback riding, ballrooms, health club facilities, ski hills, and casinos.

Lodging: Seasonal resorts, hotels, boarding houses, bed & breakfast, campgrounds, and RV parks.

Eating & Drinking: Restaurants, donut shops, coffee house, cafeteria, caterers, taverns, and nightclubs.

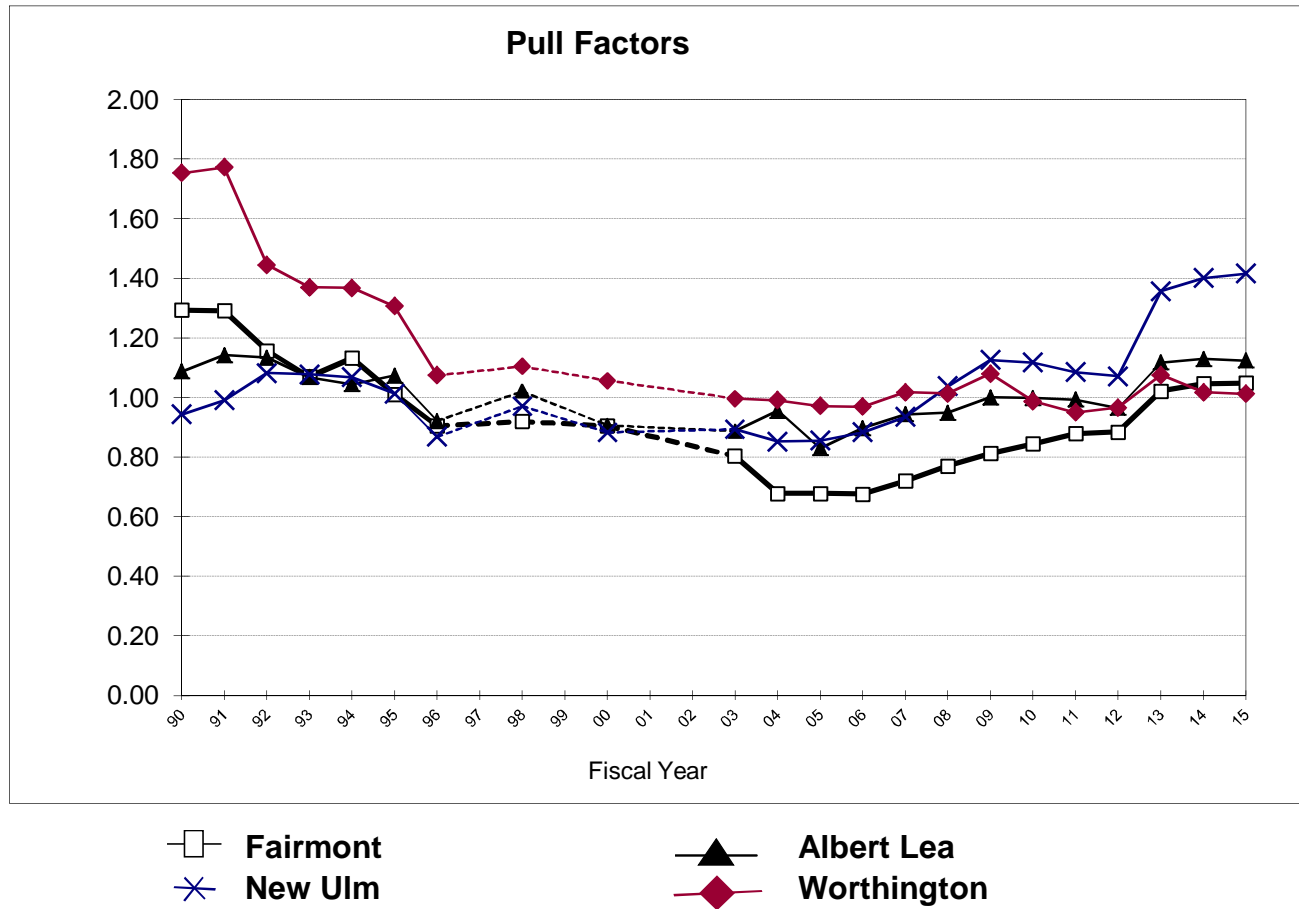
Repair: Businesses that return items to working order. Examples: cars, lawnmowers, small engines, knives, shoes, computers, furniture, and appliances.

Personal Services: Barbers, beauty salons, tanning facilities, funeral homes, laundromats, dry cleaners, pet groomers, and kennels.

*Caution should be used when comparing pull factors before 2003 to those in later years due to how businesses are classified.

Comparison with Competing Centers

Fairmont



Information about competing trade centers can provide a useful means of comparison when assessing a community's retail trade sector. Comparison towns were selected based on geographic proximity, relative size and availability of data. Some caution is warranted in the interpretation of these comparisons however, since retail sales data is provided for only a limited number of towns and cities.

Comparison with Competing Trade Centers, 2015

Town	Population	Gross Sales (\$millions)	Taxable Sales (\$millions)	Number of Firms	Per Capita Taxable Sales	Pull Factor (Taxable Sales)
Fairmont	10,421	\$254.72	\$98.75	297	\$9,476	1.05
Albert Lea	17,899	\$696.43	\$181.72	435	\$10,152	1.12
New Ulm	13,583	\$417.43	\$173.70	330	\$12,788	1.42
Worthington	13,208	\$344.56	\$120.78	273	\$9,145	1.01



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Rural Community Trade Area Analysis

Fairmont

The following tables provide information on retail sales by merchandise category. "Expected sales" is a standard to which actual performance is compared. In calculating expected sales, population and income characteristics, as well as the typical "pulling power" of similar rural communities are taken into account. Expected sales can be used as a guideline or "par value" in analyzing retail strength.

Deviations from these norms can be analyzed to first judge whether they should be considered relevant. If the differences appear to be significant (whether in dollar amounts or relatively with percentages), additional consideration is merited. Categories with undesirable performance may be further examined for potential corrective action. It is also important to determine whether or not the situation is relatively uncontrollable due to external or extenuating circumstances. In cases of favorable differences from expectations, the positive aspects could be identified and built upon.

Trade Area Analysis by Merchandise Category, 2015

Merchandise Group	Expected Sales (\$millions)	Actual Sales (\$millions)	Variance Between Actual & Expected		Trade Area Pop. Gain or Loss	Number of Firms	Percent of Total Sales
			In Dollars (millions)	As % of Expected			
Vehicles & Parts	\$4.78	\$7.89	+\$3.11	+65.0%	6,775	14	8.0%
Furniture Stores	\$0.29	\$0.39	+\$0.10	+36.1%	3,764	4	0.4%
Electronics	\$0.70	\$2.69	+\$1.99	+283.9%	29,585	7	2.7%
Building Materials	\$7.16	\$1.44	-\$5.72	-79.9%	-8,325	7	1.5%
Food, Groceries	\$7.40	\$8.08	+\$0.68	+9.1%	951	4	8.2%
Health, Personal Stores	\$0.79	\$2.98	+\$2.19	+277.3%	28,901	6	3.0%
Gas/Convenience Stores	\$2.42	\$4.08	+\$1.65	+68.1%	7,096	8	4.1%
Clothing	\$0.39	\$0.71	+\$0.31	+80.5%	8,384	12	0.7%
Leisure Goods	\$0.72	\$1.33	+\$0.61	+85.3%	8,892	13	1.3%
General Merchandise Stores	\$11.80	\$32.53	+\$20.72	+175.6%	18,296	8	32.9%
Miscellaneous Retail	\$8.67	\$1.01	-\$7.66	-88.4%	-9,212	31	1.0%
Amusement & Recreation	\$1.10	\$1.87	+\$0.77	+70.5%	7,342	10	1.9%
Accommodations	\$2.03	\$6.84	+\$4.80	+236.5%	24,645	5	6.9%
Eating & Drinking Places	\$15.13	\$17.74	+\$2.61	+17.2%	1,795	26	18.0%
Repair, Maintenance	\$1.88	\$3.22	+\$1.34	+71.1%	7,405	25	3.3%
Personal Services, Laundry	\$0.41	\$0.40	-\$0.01	-2.2%	-233	31	0.4%
Total Taxable Retail & Service*	\$73.64	\$98.75	+\$25.11	+34.1%	3,553	297	100.0%

*All retail and service categories are included in Total Sales, including some categories not shown. Therefore, the merchandise groups shown here generally will not sum to Total Sales.

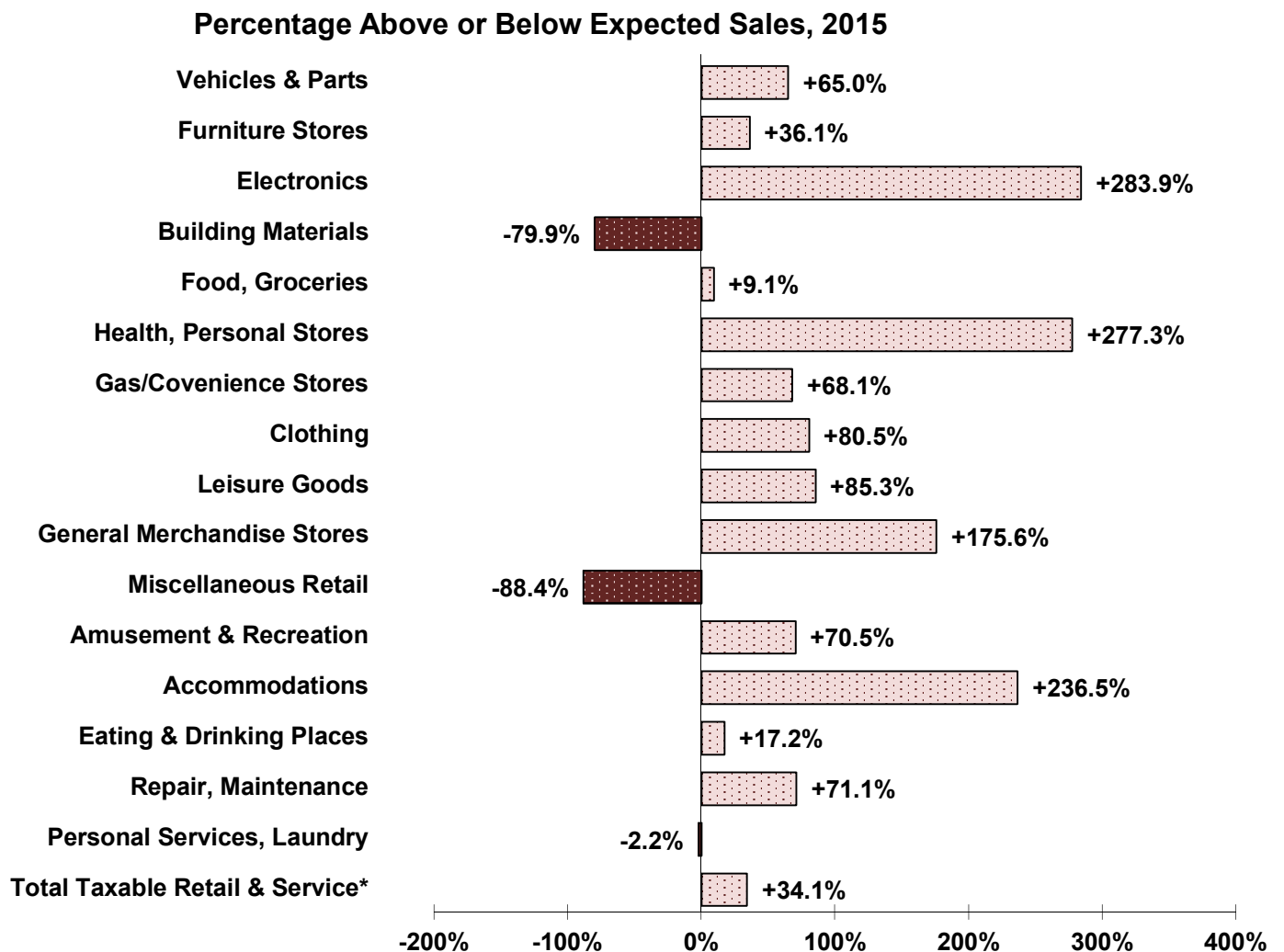


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Summary of Fairmont Retail Trade (Rural)

The chart below depicts the percentage amount Fairmont's actual sales were above or below expected sales in 2015 by merchandise group. Of the 16 merchandise categories with reported data, sales in 13 of the categories were above what would be expected based on the performance in similar-sized cities in Greater Minnesota. The strongest merchandise group by this standard is the Electronics category, which has a 283.9 percent surplus. Overall, Fairmont had a retail sales surplus of 34.1 percent in 2015.

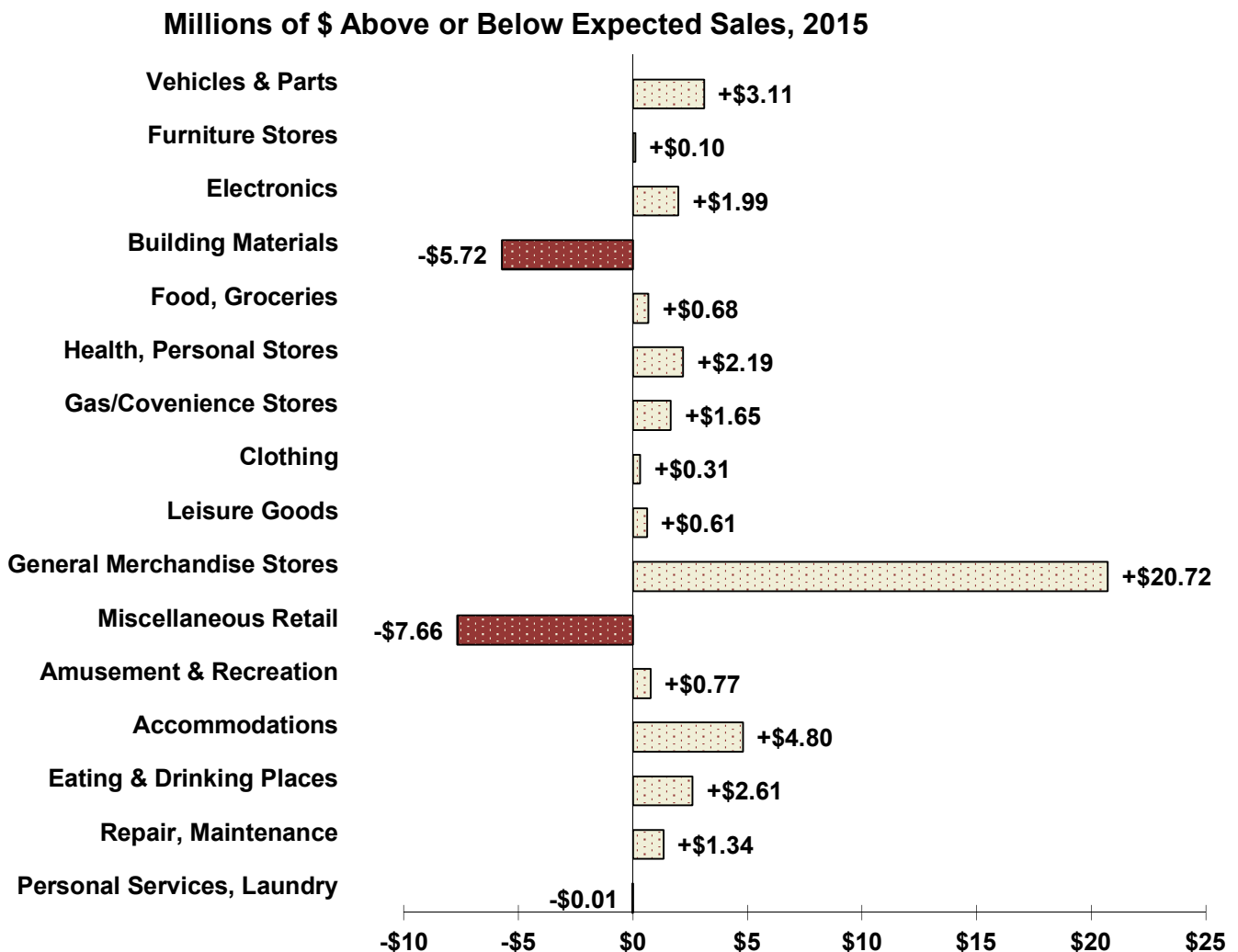
It is important to note that variations in a city's relative retail performance may occur for a variety of reasons, some of which are beyond the control of local policy. Proximity to larger population centers, management, marketing, and transportation patterns are just a few factors that can cause the retail sales of a particular city to deviate substantially from expected sales. It is important that decision-makers consider these influences when constructing policies, plans, or projects.



Fairmont Retail Trade Performance in Dollars (Rural)

The chart below depicts the dollar amount Fairmont's actual sales were above or below expected sales in 2015 by merchandise group. Of the 16 merchandise categories with reported data, sales in 13 of the categories were above what would be expected based on the performance in similar-sized Minnesota cities. The strongest merchandise group by this standard is the General Merchandise Stores category, which has a \$20.7 million surplus. Overall, Fairmont had a retail sales surplus of \$25.1 million in 2015.

It is important to note that variations in a city's relative retail performance may occur for a variety of reasons, some of which are beyond the control of local policy. Proximity to larger population centers, management, marketing, and transportation patterns are just a few factors that can cause the retail sales of a particular city to deviate substantially from expected sales. It is important that decision-makers consider these influences when constructing policies, plans, or projects.



Comparison of Pull Factors by Merchandise Category

2015 Index of "Pulling Power" Cities Outside the 7 County Metro Area with Populations between 7,300 & 13,700 (Range: Population of Fairmont +/- ~ 30%.) (13 Cities)

Pull Factors

City	Population	Vehicles, Parts	Furniture Stores	Elec- tronics	Building Materials	Food	Health, Personal	Gas & Conven.	Clothing	Leisure Goods	General Merch.	Misc.	Amuse- ment	Lodging	Eating & Drinking	Repair, Maint.	Personal Services	Taxable \$ Pull Factor
North Mankato	13,689	0.50	0.00	0.00	0.79	0.54	0.00	1.25	0.00	0.02	0.00	1.49	0.96	0.00	0.46	0.82	0.20	0.45
Brainerd	13,671	1.66	0.00	0.64	0.89	1.19	1.98	1.68	0.32	0.64	0.00	2.31	0.30	0.94	1.23	0.55	0.56	0.91
Sauk Rapids	13,406	1.64	0.00	0.00	0.00	1.11	0.00	0.80	0.01	0.08	0.00	2.08	0.00	0.00	0.58	0.50	0.18	0.41
Worthington	13,208	1.56	0.00	0.79	0.56	0.94	1.09	1.57	0.49	0.21	2.52	1.59	0.20	1.37	0.88	2.89	0.23	1.01
Cloquet	12,271	0.99	0.09	0.00	1.37	1.04	1.23	1.21	0.06	0.20	0.00	12.11	1.27	0.00	1.28	0.86	0.29	1.04
St Peter	11,784	0.00	0.00	0.00	0.40	1.26	0.00	1.47	0.09	0.47	0.33	1.32	0.10	0.00	0.75	0.52	0.04	0.46
Fairmont	10,421	1.53	0.14	0.87	0.14	1.15	2.27	1.79	0.37	0.54	2.96	0.33	0.60	1.70	1.08	1.23	0.25	1.05
Waseca	9,351	0.67	0.00	0.08	0.70	0.94	0.02	1.08	0.00	0.29	0.00	6.98	0.26	0.24	0.66	0.79	0.28	0.66
Little Falls	8,825	0.62	0.42	0.00	1.34	1.74	0.99	2.68	0.65	0.16	3.57	1.30	0.00	0.82	1.24	0.65	0.22	1.19
East Grand Forks	8,774	1.30	0.00	0.00	0.00	1.07	0.00	0.00	0.23	0.00	0.00	7.68	0.53	0.00	1.15	0.39	0.15	0.67
Thief River Falls	8,765	0.57	1.22	0.50	1.00	1.90	0.73	0.00	0.49	0.70	3.69	1.41	0.15	1.32	1.25	0.82	0.53	1.20
Virginia	8,591	2.39	0.58	0.70	4.65	1.32	1.12	1.83	0.42	1.28	3.42	0.48	0.78	0.37	1.30	0.53	0.55	1.64
Unadjusted Average: *		1.05	0.06	0.24	0.62	1.10	0.76	1.35	0.22	0.26	0.94	3.72	0.42	0.51	0.93	0.92	0.24	0.79

* Raw averages; not adjusted for special circumstances. For example, in cities with a college student population that is large relative to overall population, these pull factors may understate the relative strength of the retail sector. While college students are counted as part of the city population, in general they spend less than other city residents in many retail categories. Most Pull Factor outliers were eliminated for calculating typical pull factors used in the expected sales formula.



[Click here](#)

Comparison of Pull Factors by Merchandise Category

2015 Index of "Pulling Power" Cities Outside the 7 County Metro Area with Populations between 7,300 & 13,700 (Range: Population of Fairmont +/- ~ 30%.) (13 Cities)

Rankings

City	Population	Vehicles, Parts	Furniture Stores	Elec- tronics	Building Materials	Food	Health, Personal	Gasoline Stations	Clothing	Leisure Goods	General Merch.	Misc.	Amuse- ment	Lodging	Eating & Drinking	Repair, Maint.	Personal Services	Taxable \$ Pull Factor
North Mankato	# 1	# 11	# 6	# 7	# 6	# 12	# 9	# 7	# 11	# 11	# 7	# 7	# 2	# 8	# 12	# 4	# 9	# 11
Brainerd	# 2	# 2	# 6	# 4	# 5	# 5	# 2	# 4	# 6	# 3	# 7	# 4	# 6	# 4	# 5	# 8	# 1	# 7
Sauk Rapids	# 3	# 3	# 6	# 7	# 11	# 7	# 9	# 10	# 10	# 10	# 7	# 5	# 11	# 8	# 11	# 11	# 10	# 12
Worthington	# 4	# 4	# 6	# 2	# 8	# 10	# 5	# 5	# 2	# 7	# 5	# 6	# 8	# 2	# 8	# 1	# 7	# 6
Cloquet	# 5	# 7	# 5	# 7	# 2	# 9	# 3	# 8	# 9	# 8	# 7	# 1	# 1	# 8	# 2	# 3	# 4	# 5
St Peter	# 6	# 12	# 6	# 7	# 9	# 4	# 9	# 6	# 8	# 5	# 6	# 9	# 10	# 8	# 9	# 10	# 12	# 10
Fairmont	# 7	# 5	# 4	# 1	# 10	# 6	# 1	# 3	# 5	# 4	# 4	# 12	# 4	# 1	# 7	# 2	# 6	# 4
Waseca	# 8	# 8	# 6	# 6	# 7	# 11	# 8	# 9	# 11	# 6	# 7	# 3	# 7	# 7	# 10	# 6	# 5	# 9
Little Falls	# 9	# 9	# 3	# 7	# 3	# 2	# 6	# 1	# 1	# 9	# 2	# 10	# 11	# 5	# 4	# 7	# 8	# 3
East Grand Forks	# 10	# 6	# 6	# 7	# 11	# 8	# 9	# 11	# 7	# 12	# 7	# 2	# 5	# 8	# 6	# 12	# 11	# 8
Thief River Falls	# 11	# 10	# 1	# 5	# 4	# 1	# 7	# 11	# 3	# 2	# 1	# 8	# 9	# 3	# 3	# 5	# 3	# 2
Virginia	# 12	# 1	# 2	# 3	# 1	# 3	# 4	# 2	# 4	# 1	# 3	# 11	# 3	# 6	# 1	# 9	# 2	# 1

Above are all communities in the population range listed in the title with data available by merchandise category. Adjustments for special circumstances may be necessary for accurate comparisons.

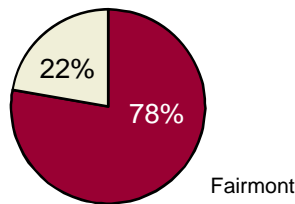
Fairmont & Martin County Comparison, 2015

It is important to review the retail performance for the whole county and not just the city in isolation. For example, it is common for county seat towns to have above-average retail performance, while the county overall has a leakage of sales. This is usually because the county seat city doesn't have the critical mass of retail to attract the purchases of everyone in the county. By analyzing county data, city business people can develop strategies to recapture some of the sales being lost to other cities. For counties that have a local option sales tax, the analysis of county sales is extremely important, since lost sales are lost tax dollars. A thorough analysis of county sales can help county officials develop more meaningful economic development plans aimed at recapturing the lost sales.

The table below shows retail sales and number of firms by merchandise category for Fairmont and Martin County in 2015. Fairmont accounted for 57 percent of the county's firms and 78 percent of the county's sales.

Share of County Sales

Rest of Martin County



[Click here](#)

Sales by Merchandise Category, Fairmont & Martin County, 2015

Merchandise Category	Fairmont		Martin County		City's Share of County Total	
	Taxable Sales (\$millions)	Number of Firms	Taxable Sales (\$millions)	Number of Firms	Sales	Firms
Vehicles & Parts	\$7.89	14	\$10.25	22	76.9%	63.6%
Furniture Stores	\$0.39	4	\$0.42	8	93.5%	50.0%
Electronics	\$2.69	7	\$2.99	9	89.9%	77.8%
Building Materials	\$1.44	7	\$13.74	14	10.5%	50.0%
Food, Groceries	\$8.08	4	\$8.94	9	90.4%	44.4%
Health, Personal Stores	\$2.98	6	\$2.99	8	99.7%	75.0%
Gas/Convenience Stores	\$4.08	8	\$7.34	14	55.5%	57.1%
Clothing	\$0.71	12	\$0.76	14	93.2%	85.7%
Leisure Goods	\$1.33	13	\$1.35	18	98.3%	72.2%
General Merchandise	\$32.53	8	\$32.69	9	99.5%	88.9%
Miscellaneous Retail	\$1.01	31	\$1.12	52	89.9%	59.6%
Non-Store Retailers	\$1.18	12	\$1.95	23	60.5%	52.2%
Amusement & Recreation	\$1.87	10	\$2.42	15	77.6%	66.7%
Accommodations	\$6.84	5	\$6.86	10	99.6%	50.0%
Eating & Drinking Places	\$17.74	26	\$20.93	48	84.8%	54.2%
Repair, Maintenance	\$3.22	25	\$5.23	56	61.5%	44.6%
Personal Service, Laundry	\$0.40	31	\$0.78	50	51.0%	62.0%
Total Sales	\$98.75	297	\$127.07	518	77.7%	57.3%

Martin County Retail Trade Overview

Total Taxable and Gross Retail Sales

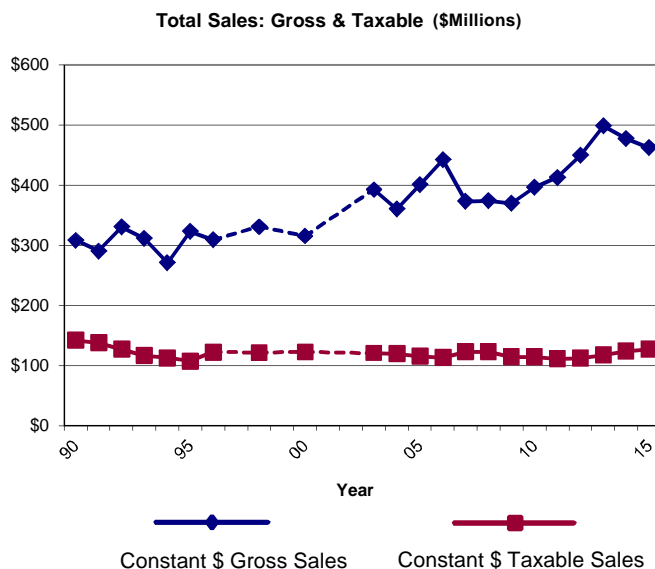
The table below presents gross and taxable retail and services sales for Martin County from 2003 through 2015. Taxable sales in Martin County increased 14.2 percent from 2008 to 2015, while the number of firms fell 5.5 percent. Statewide, taxable sales decreased 9.3 percent over the same time period and the number of firms fell 0.7 percent. The per capita sales and pull factor data in this table are based on taxable sales, the more verified sales measure.

The table also presents sales data in constant 2015 dollars. These figures have been adjusted for inflation to reflect their value in 2015. For example, in 2003, taxable sales in Martin County totaled \$94.43 million, an amount worth \$121.06 million in 2015 dollars. In constant dollars, gross sales grew 23.7 percent between 2007 and 2015. Constant dollar taxable sales increased 3.9 percent over the same time period.

Year	Estimated Population	Current Dollars		Constant 2015 Dollars		Number of Firms	Per Capita Sales	Pull Factor
		Gross Sales* (\$millions)	Taxable Sales (\$millions)	Gross Sales* (\$millions)	Taxable Sales (\$millions)			
2003	21,221	\$306.38	\$94.43	\$392.79	\$121.06	561	\$4,450	0.50
2004	21,044	\$287.96	\$95.52	\$359.95	\$119.40	865	\$4,539	0.49
2005	21,002	\$328.15	\$94.38	\$400.19	\$115.10	527	\$4,494	0.47
2006	20,768	\$375.34	\$96.56	\$441.58	\$113.60	539	\$4,650	0.48
2007	20,462	\$324.01	\$106.82	\$372.43	\$122.79	537	\$5,221	0.54
2008	20,435	\$339.93	\$111.32	\$373.55	\$122.33	548	\$5,447	0.57
2009	20,245	\$332.57	\$102.49	\$369.53	\$113.88	544	\$5,063	0.57
2010	20,840	\$364.95	\$105.41	\$396.68	\$114.57	545	\$5,058	0.56
2011	20,716	\$396.20	\$106.68	\$412.71	\$111.13	509	\$5,150	0.55
2012	20,477	\$440.13	\$110.07	\$449.11	\$112.32	461	\$5,375	0.56
2013	20,429	\$493.08	\$116.03	\$498.06	\$117.21	518	\$5,680	0.66
2014	20,295	\$476.96	\$123.78	\$476.96	\$123.78	515	\$6,099	0.69
2015	20,122	\$462.21	\$127.07	\$462.21	\$127.07	518	\$6,315	0.70
7 yr Change '08 to '15	-1.5%	36.0%	14.2%	23.7%	3.9%	-5.5%	15.9%	22.7%
3 yr Change '12 to '15	-1.7%	5.0%	15.4%	2.9%	13.1%	12.4%	17.5%	25.8%

*Gross sales figures are self-reported by firms and not audited by the Dept. of Revenue for accuracy.

Martin County: Retail/Service Sales in Constant Dollars



Martin County

Selected Components of Change*, 2012 to 2015

Category	Taxable Sales 2012	Taxable Sales 2015	Dollar Change	Percent Change
Vehicles & Parts	\$9,304,130	\$10,254,123	+\$949,993	+10.21%
Furniture Stores	\$430,965	\$418,193	-\$12,772	-2.96%
Electronics	\$3,590,865	\$2,989,529	-\$601,336	-16.75%
Building Materials	\$9,607,938	\$13,735,797	+\$4,127,859	+42.96%
Food, Groceries	\$7,633,590	\$8,937,515	+\$1,303,925	+17.08%
Health, Personal Stores	\$2,972,109	\$2,988,616	+\$16,507	+0.56%
Gas/Convenience Store	\$6,756,807	\$7,342,146	+585,339	+8.66%
Clothing	\$638,253	\$756,555	+\$118,302	+18.54%
Leisure Goods	\$1,405,596	\$1,350,589	-\$55,007	-3.91%
General Merchandise Stores	\$27,552,365	\$32,693,829	+\$5,141,464	+18.66%
Miscellaneous Retail	\$970,929	\$1,118,723	+\$147,794	+15.22%
Accommodations	\$6,060,373	\$6,862,227	+\$801,854	+13.23%
Eating & Drinking Places	\$19,740,726	\$20,928,098	+\$1,187,372	+6.01%
Total Retail and Services Sales	\$110,071,800	\$127,073,546	+\$17,001,746	+15.45%

* Figures not adjusted for inflation.

Dollar Changes by Category (in Millions) 2012 - 2015

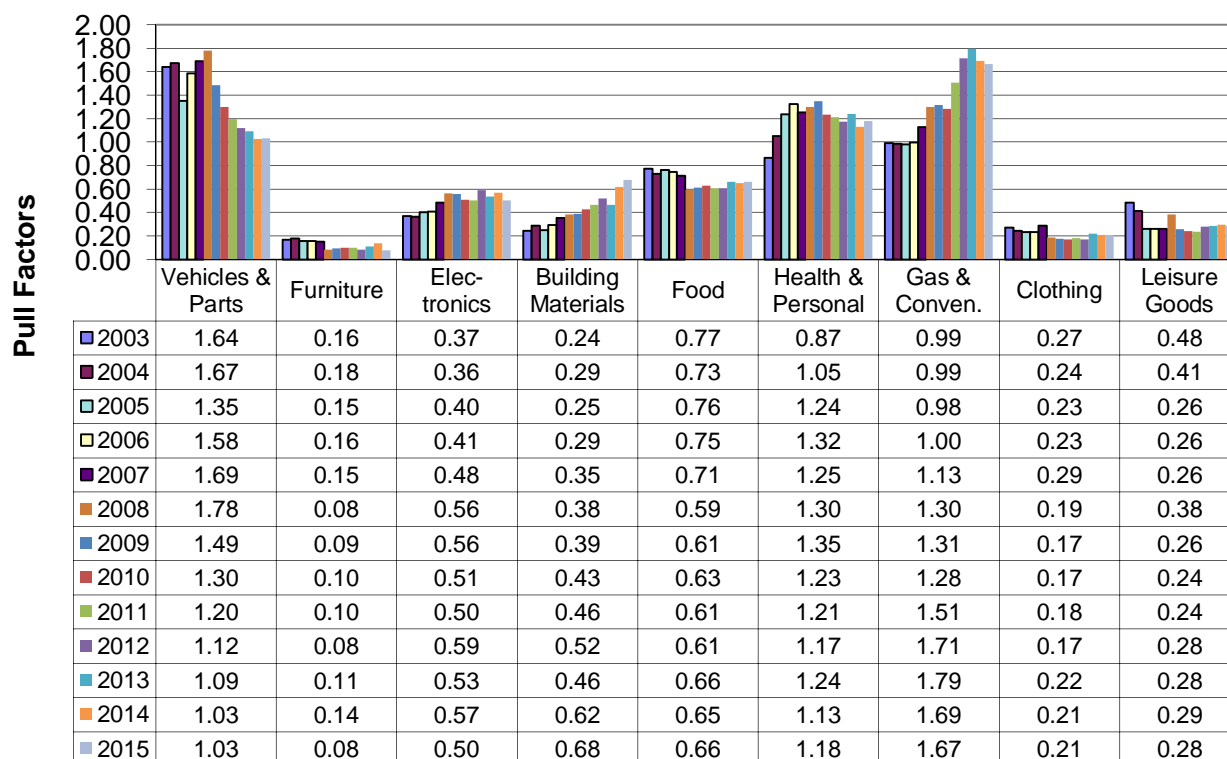


Pull Factors By Merchandise Category

Martin County

The following tables and charts depict pull factors in Martin County from 2003 to 2015* by merchandise category. Pull factors are a measure of trade area size that provide a useful measure of changes over time because they account for changes in population and state-wide industry trends.

Pull Factors by NAICS Merchandise Category (1 of 2)



NAICS Category Descriptions

Motor Vehicles & Parts: Establishments that sell new & used autos, boats, motorcycles, golf carts, RV's, campers, snowmobiles, trailers, tires, and parts.

Furniture: Stores that sell furniture, beds, carpeting, window coverings, lamps, china, kitchenware, & woodburning stoves.

Electronics: Establishments primarily engaged in retailing household-type appliances, sewing machines, cameras, computers, and other electronic goods.

Building Materials: Establishments that sell lumber, hardware, paint, wallpaper, tile, hardwood floors, roofing, fencing, ceiling fans, lawn equipment, and garden centers.

Food: Grocery stores, deli's, bakery, & butcher shops that sell food to be prepared at home. Liquor stores.

Health & Personal: Pharmacies, food supplements, vision supplies, cosmetics, & hearing aid stores.

Gas and Convenience Store: Retailers that sell fuel along with convenience store items.

Leisure Goods: Sporting goods, books, music, hobby stores, fabric shops, and toy stores.

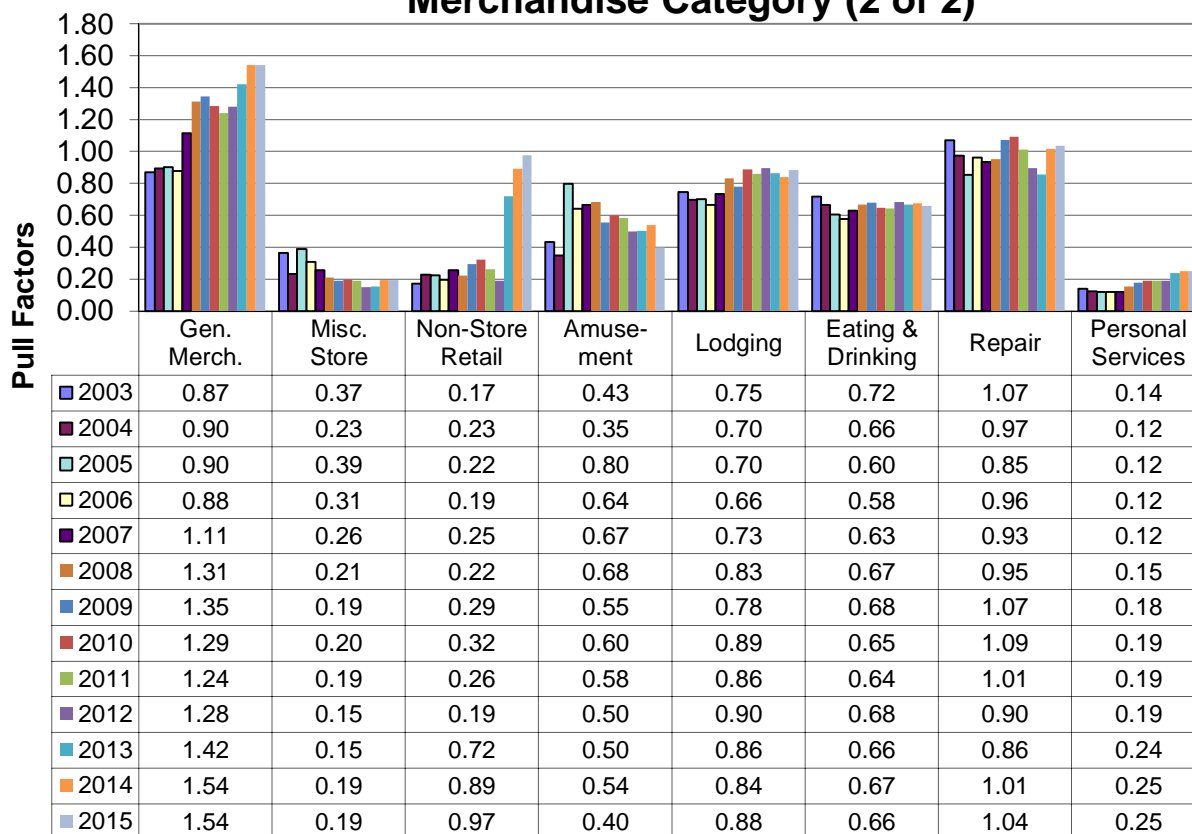
*Caution should be used when comparing pull factors before 2003 to those in later years due to the switch from SIC to NAICS.

Recent Trends By Merchandise Category

Martin County

The following tables and charts depict pull factors in Martin County from 2003 to 2015* by merchandise category. Pull factors are a measure of trade area size that provide a useful measure of changes over time because they account for changes in population and state-wide industry trends.

Pull Factors by NAICS Merchandise Category (2 of 2)



NAICS Category Descriptions

General Merchandise: Establishments that sell a mixed line of goods. Examples are department stores, supercenters, and dollar stores.

Miscellaneous Store Retailers: Stores not covered in other categories such as florists, office supplies, pets, antiques, tobacco, art, used merchandise, and trophies.

Non-Store Retail: Retailers that do not use stores. This includes mail order, internet selling, bazaars, vending machines, fuel oil dealers, firewood dealers, door-to-door sales, and produce stands.

Amusement: Establishments such as golf courses, bowling lanes, marinas, amusement parks, water parks, shooting ranges, pool halls, horseback riding, ballrooms, health club facilities, ski hills, and casinos.

Lodging: Seasonal resorts, hotels, boarding houses, bed & breakfast, campgrounds, and RV parks.

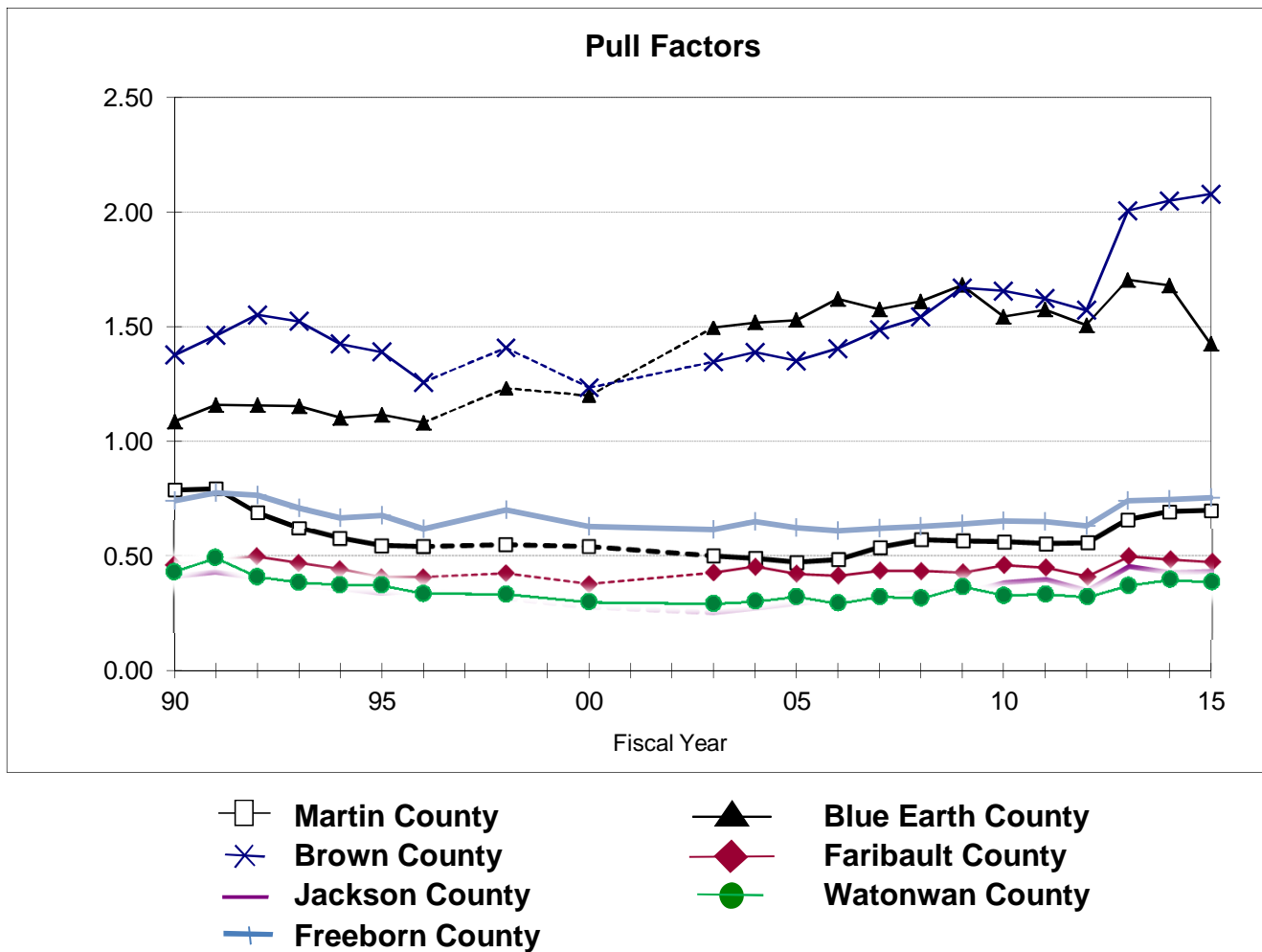
Eating & Drinking: Restaurants, donut shops, coffee house, cafeteria, caterers, taverns, and nightclubs.

Repair: Businesses that return equipment to working order. Examples: cars, lawnmowers, small engines, knives, shoes, computers, furniture, and appliances.

*Caution should be used when comparing pull factors before 2003 to those in later years due to the switch from SIC to NAICS.

Comparison with Neighboring Counties

Freeborn County



Comparison with Neighboring Counties, 2015

Town	Population	Gross Sales (\$millions)	Taxable Sales (\$millions)	Number of Firms	Per Capita Taxable Sales	Pull Factor (Taxable Sales)
Martin County	20,122	\$462.21	\$127.07	518	\$6,315	0.70
Blue Earth County	66,179	\$2,181.02	\$852.35	1,496	\$12,880	1.43
Brown County	11,575	\$576.13	\$217.43	287	\$18,784	2.08
Faribault County	13,945	\$156.34	\$59.69	371	\$4,281	0.47
Jackson County	10,113	\$147.35	\$39.47	270	\$3,903	0.43
Watonwan County	10,995	\$115.96	\$38.57	208	\$3,508	0.39
Freeborn County	30,642	\$811.53	\$209.02	677	\$6,821	0.76



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Trade Area Analysis of Retail Sales

Martin County

The following tables provide information on retail sales by merchandise category. "Potential sales" is a standard to which actual performance is compared. In calculating potential sales, population and income characteristics are taken into account. Potential sales can be used as a guideline or "par value" in analyzing retail strength.

Deviations from these norms can be analyzed to first judge whether they should be considered relevant. If the differences appear to be significant (whether in dollar amounts or relatively with percentages), additional consideration is merited. Categories with undesirable performance may be further examined for potential corrective action. It is also important to determine whether or not the situation is relatively uncontrollable due to external or extenuating circumstances. In cases of favorable differences from expectations, the positive aspects should be identified and built upon.

Trade Area Analysis by Merchandise Category, 2015

Merchandise Group	Potential Sales (\$millions)	Actual Sales (\$millions)	Variance Between Actual & Potential		Trade Area Pop. Gain or Loss	Number of Firms	Percent of Total Sales
			In Dollars (millions)	As % of Potential			
Vehicles & Parts	\$9.20	\$10.25	+\$1.06	+11.5%	2,312	22	8.1%
Furniture Stores	\$4.99	\$0.42	-\$4.57	-91.6%	-18,435	8	0.3%
Electronics	\$5.48	\$2.99	-\$2.49	-45.4%	-9,144	9	2.4%
Building Materials	\$18.76	\$13.74	-\$5.03	-26.8%	-5,392	14	10.8%
Food, Groceries	\$12.52	\$8.94	-\$3.58	-28.6%	-5,752	9	7.0%
Health, Personal Stores	\$2.34	\$2.99	+\$0.65	+27.6%	5,560	8	2.4%
Gas/Convenience Store	\$4.06	\$7.34	+\$3.28	+80.6%	16,223	14	5.8%
Clothing	\$3.35	\$0.76	-\$2.60	-77.4%	-15,583	14	0.6%
Leisure Goods	\$4.41	\$1.35	-\$3.06	-69.4%	-13,964	18	1.1%
General Merchandise Stores	\$19.59	\$32.69	+\$13.11	+66.9%	13,466	9	25.7%
Miscellaneous Retail	\$5.38	\$1.12	-\$4.26	-79.2%	-15,935	52	0.9%
Amusement & Recreation	\$5.59	\$2.42	-\$3.18	-56.8%	-11,427	15	1.9%
Accommodations	\$7.17	\$6.86	-\$0.31	-4.3%	-874	10	5.4%
Eating & Drinking Places	\$29.32	\$20.93	-\$8.39	-28.6%	-5,758	48	16.5%
Repair, Maintenance	\$4.66	\$5.23	+\$0.57	+12.3%	2,468	56	4.1%
Personal Services, Laundry	\$2.88	\$0.78	-\$2.10	-72.9%	-14,668	50	0.6%
Total Taxable Retail & Service*	\$167.80	\$127.07	-\$40.73	-24.3%	-4,884	518	100.0%

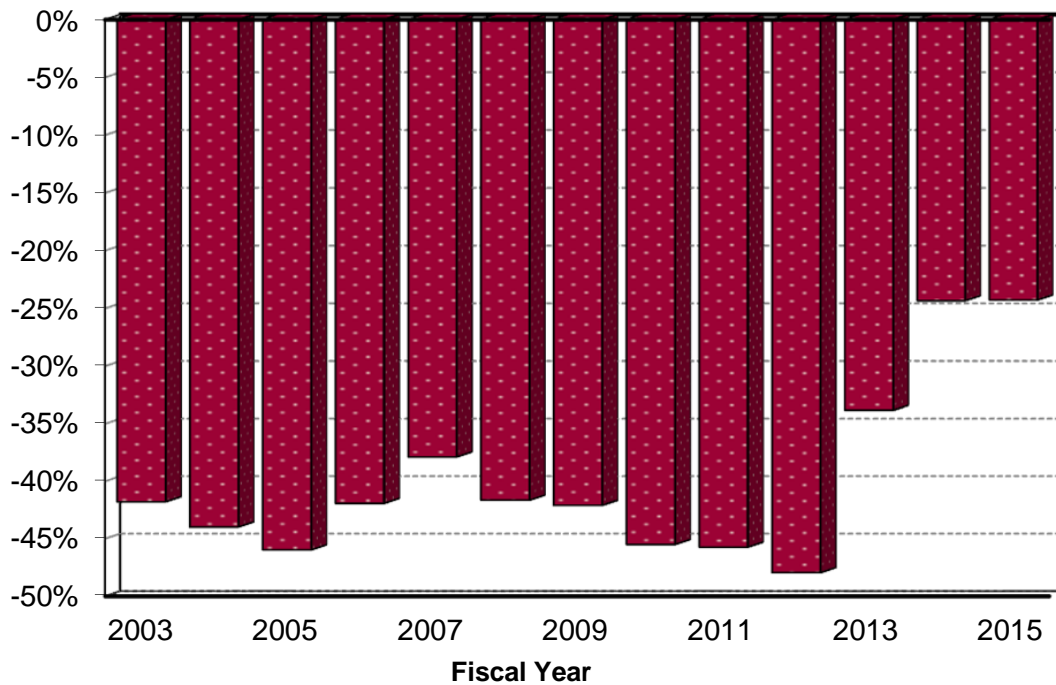
*All retail and service categories are included in Total Sales, including some categories not shown. Therefore, the merchandise groups shown here generally will not sum to Total Sales.



[Click here](#)

Martin County Retail Trade Surplus or Leakage

County Surplus or Leakage as a Percent of Potential



Fiscal Year	Population Estimate	Index of Income	Potential Sales (in millions)	Actual Sales (in millions)	Surplus or Leakage (in millions)	Surplus or Leakage as % of Potential	Trade Area Population Gain or Loss
2003	21,221	0.86	\$162.2	\$94.4	-\$67.8	-41.8%	-8,868
2004	21,044	0.88	\$170.5	\$95.5	-\$75.0	-44.0%	-9,256
2005	21,002	0.87	\$174.7	\$94.4	-\$80.3	-46.0%	-9,656
2006	20,768	0.83	\$166.3	\$96.6	-\$69.7	-41.9%	-8,708
2007	20,462	0.86	\$172.0	\$106.8	-\$65.2	-37.9%	-7,752
2008	20,435	0.98	\$190.8	\$111.3	-\$79.4	-41.6%	-8,510
2009	20,245	0.98	\$177.0	\$102.5	-\$74.5	-42.1%	-8,522
2010	20,840	1.03	\$193.4	\$105.4	-\$88.0	-45.5%	-9,483
2011	20,716	1.02	\$196.6	\$106.7	-\$89.9	-45.7%	-9,476
2012	20,477	1.07	\$211.5	\$110.1	-\$101.4	-47.9%	-9,818
2013	20,429	1.00	\$175.4	\$116.0	-\$59.3	-33.8%	-6,911
2014	20,295	0.92	\$163.6	\$123.8	-\$39.8	-24.3%	-4,940
2015	20,122	0.92	\$167.8	\$127.1	-\$40.7	-24.3%	-4,884



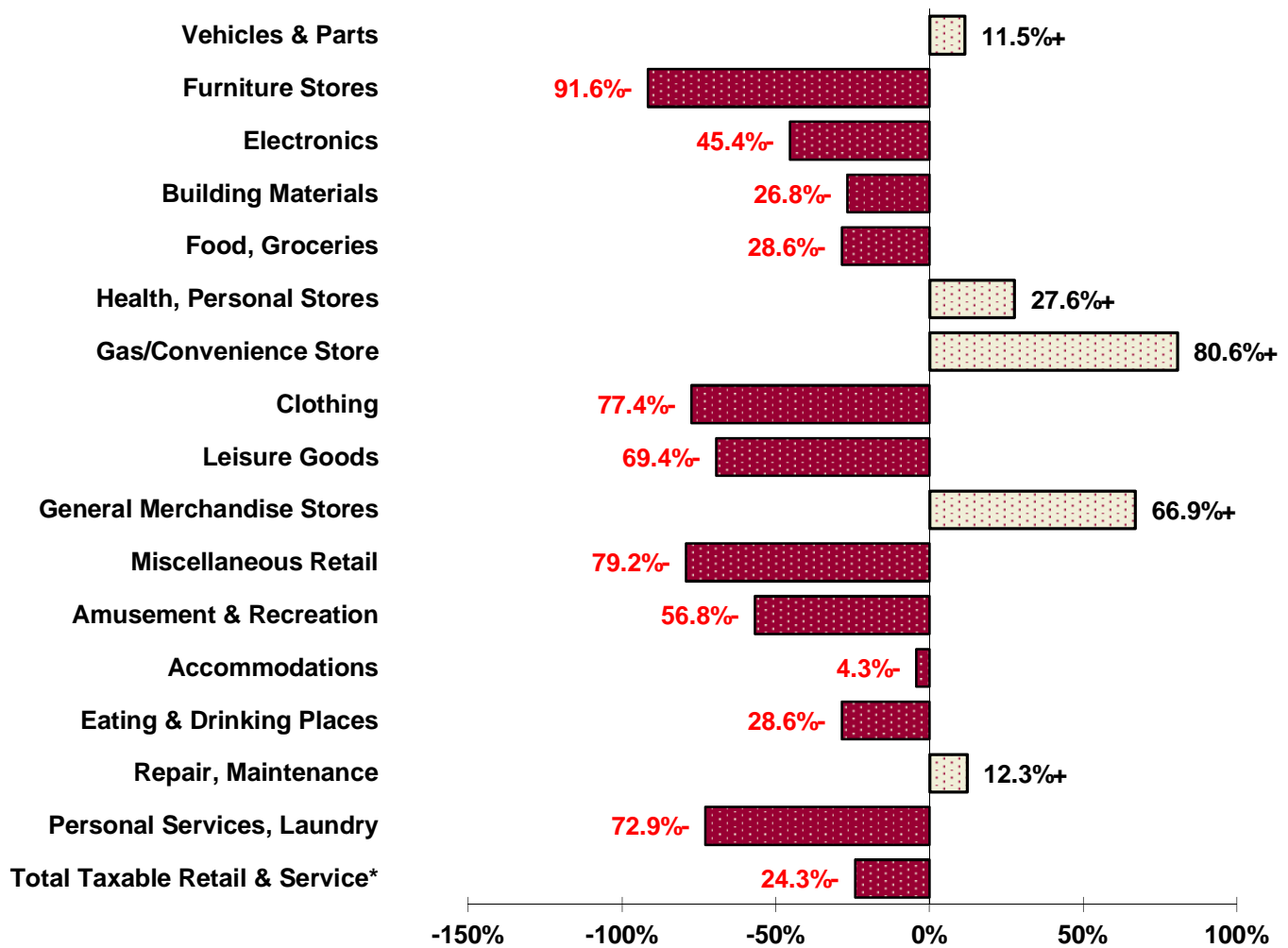
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Martin County Retail Trade Performance in Percentages

The chart below depicts the percentage amount Martin County's actual sales were above or below potential sales in 2015 by merchandise group. Of the 16 merchandise categories with reported data, sales in 5 of the categories were above what would be expected based on the county's population and income characteristics as well as statewide spending patterns. The strongest merchandise group by this standard is the Gasoline Stations category, which has a 80.6 percent surplus. Overall, Martin County had a retail sales leakage of 24.3 percent.

It is important to note that variations in a county's relative retail performance may occur for a variety of reasons, some of which are beyond the control of local policy. Proximity to larger population centers and transportation patterns, as well as the individual retailer's management and marketing, can cause the retail sales of a particular county to deviate substantially from potential sales. It is important that decision-makers consider these influences when constructing policies, plans, or projects.

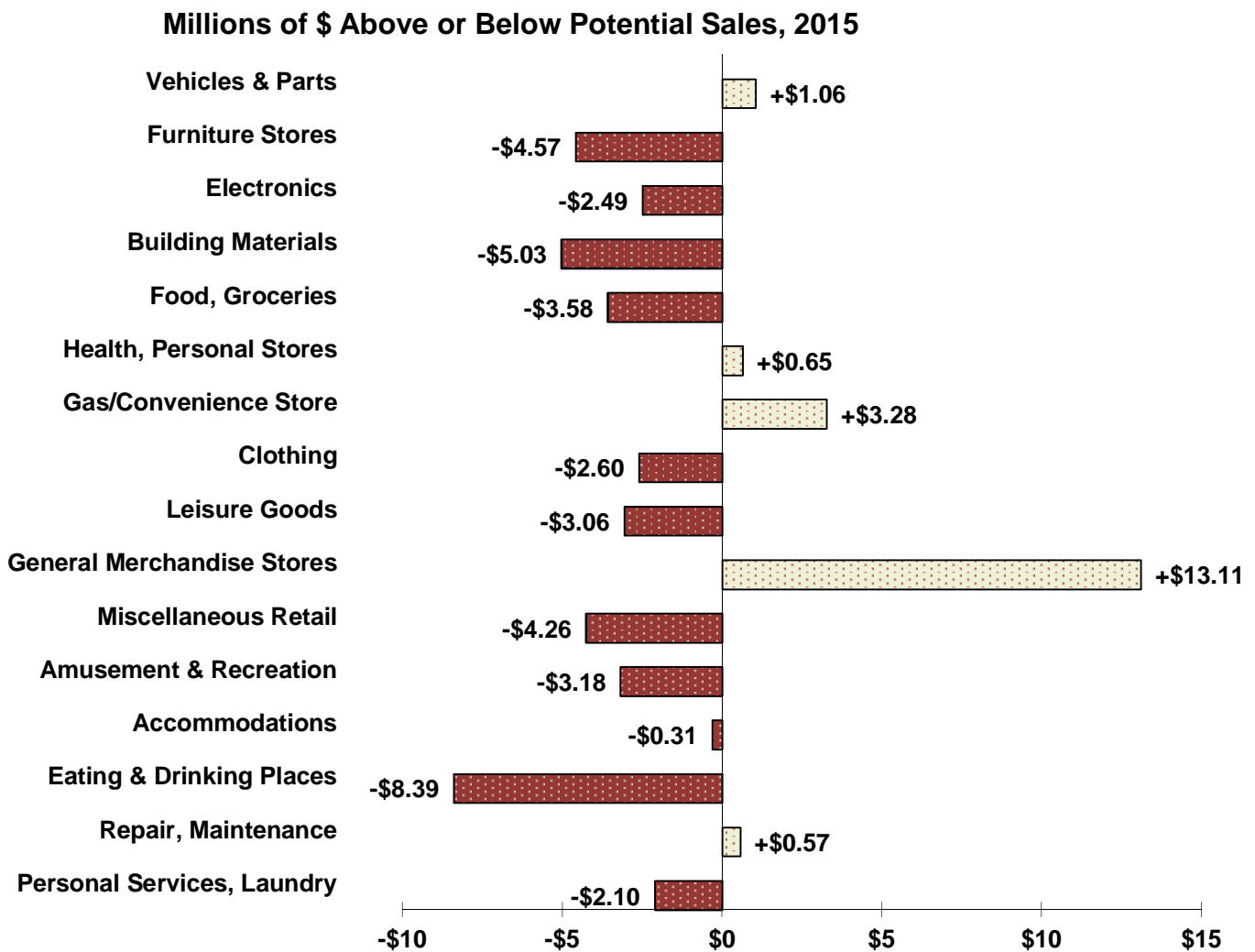
Percentage Above or Below Potential Sales, 2015



Martin County Retail Trade Performance in Dollars

The chart below depicts the dollar amount Martin County's actual sales were above or below potential sales in 2015 by merchandise group. Of the 16 merchandise categories with reported data, sales in 5 of the categories were above the calculated potential. The strongest merchandise group by this standard is the General Merchandise Stores category, which has a \$13.1 million surplus. Overall, Martin County had a retail sales leakage of \$40.7 million in 2015.

It is important to note that variations in a county's relative retail performance may occur for a variety of reasons, some of which are beyond the control of local policy. Proximity to larger population centers, management, marketing, and transportation patterns are just a few factors that can cause the retail sales of a particular county to deviate substantially from potential sales. It is important that decision-makers consider these influences when constructing policies, plans, or projects.



State of Minnesota Per Capita Taxable Retail Sales & Threshold Levels for Selected Goods and Services 2015

*Threshold level refers to the number of people per business, which can be used as a general guide for determining the "critical mass" necessary to support a business. These are broad averages for the state as a whole and do not reflect differences in income, tourism, agglomeration, establishment, etc. Further, the business counts are based on the number of sales tax returns filed and are converted to "full-time equivalents." Multiplying *people per business* by *sales per capita* yields average sales per firm. In addition to state averages, averages for the non-metropolitan regions were calculated by excluding the seven county Minneapolis-St. Paul metropolitan region.*

Business Activity / Store Type NAICS	People Per Business		Sales Per Capita		
	State	Non-Metro	State	Non-Metro	Fairmont
RETAIL TRADE					
441 Vehicles, Parts	2,008	1,459	\$495.15	\$486.19	\$757.15
442 Furniture Stores	3,225	3,143	\$268.60	\$176.68	\$37.54
443 Electronics	4,187	4,225	\$295.00	\$143.13	\$257.95
444 Building Materials	2,769	1,855	\$1,010.15	\$1,106.89	\$138.17
445 Food and Beverage Stores	1,603	1,419	\$673.77	\$557.88	\$775.39
446 Health, Personal Stores	3,118	3,383	\$126.06	\$79.52	\$286.07
447 Gas/Convenience Stores	2,755	2,001	\$218.84	\$266.49	\$391.07
448 Clothing & Accessory Stores	1,611	1,934	\$180.58	\$84.01	\$67.66
451 Leisure Goods	1,585	1,417	\$237.58	\$168.91	\$127.40
452 General Merchandise	4,733	3,538	\$1,054.45	\$1,134.99	\$3,121.46
453 Miscellaneous Merchandise	520	434	\$289.42	\$219.61	\$96.48
454 Non-store Retail	968	914	\$99.38	\$87.10	\$113.24
Retail Total			\$4,948.97	\$4,511.40	\$6,169.56
INFORMATION					
511 Publishing Industry	10,330	12,717	\$3.90	\$1.41	
512 Movie & Recording Industry	11,081	18,787	\$35.89	\$24.37	
515 Broadcasting	46,094	29,174	\$13.63	\$8.76	
516 Info -Internet Publ/Brcst					
517 Telecommunications	8,452	8,350	\$357.50	\$235.89	
518 Internet Service	13,782	25,831	\$18.23	\$1.17	
519 Other Information Services	5,388	5,701	\$48.26	\$41.22	
FINANCE AND INSURANCE					
522 Credit Intermediation	8,400	6,794	\$28.39	\$7.30	
523 Securities, Commodities	18,044	33,511	\$2.53	\$0.71	
524 Insurance Carriers	10,589	14,849	\$0.78	\$0.49	
525 Funds, Trusts	156,721	165,321	\$0.76	\$0.46	
REAL ESTATE AND RENTAL AND LEASING					
531 Real Estate	2,424	3,006	\$35.53	\$30.96	
532 Rental, Leasing Services	3,669	3,285	\$162.88	\$70.42	
533 Lessors Nonfinancial Assets	249,329	309,977	\$0.32	\$0.29	
PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES					
541 Prof, Scientific, Technical Services	479	731	\$172.88	\$80.31	
551 Mgmt Of Companies	26,757	48,624	\$32.82	\$4.30	
ADMINISTRATIVE & SUPPORT; WASTE MGMT & REMEDIATION SVCS					
561 Admin, Support Services	575	599	\$275.59	\$141.88	
562 Waste Mgmt, Remediation	13,645	9,538	\$2.58	\$2.25	
EDUCATIONAL SVCS; HEALTH & SOCIAL ASSISTANCE					
611 Educational Services	4,149	4,460	\$18.94	\$15.52	
621 Health -Ambulatory Care	1,049	1,300	\$18.76	\$15.05	
622 Health -Hospitals	37,315	25,049	\$16.41	\$15.29	
623 Health -Nursing,Residential Care	10,468	8,406	\$2.96	\$2.89	
624 Health -Social Assistance	11,015	11,221	\$3.08	\$4.68	
ARTS, ENTERTAINMENT & RECREATION					
711 Performing Art, Spectator Sports	2,221	2,610	\$71.06	\$12.64	
712 Museums, Historical Sites	30,305	20,326	\$4.29	\$1.79	
713 Amusement, Gambling, Recr	2,396	1,945	\$301.18	\$143.54	\$179.92
ACCOMMODATION & FOOD SERVICES					
721 Accommodation	2,170	1,196	\$386.21	\$369.99	\$655.95
722 Food Services, Drinking Places	487	473	\$1,578.36	\$1,173.73	\$1,702.40
OTHER SERVICES					
811 Repair, Maintenance	651	468	\$250.79	\$264.03	\$308.74
812 Personal, Laundry Service	636	566	\$155.04	\$54.26	\$38.17
813 Religious, Civic, Professional Orgs	2,643	2,138	\$33.86	\$37.29	
814 Private Households	88,472	95,378	\$0.20	\$0.16	
921 Exec., Legisla., Other Govt	7,704	4,460	\$51.12	\$64.81	
TOTAL RETAIL AND SERVICES			\$9,033.73	\$7,339.34	



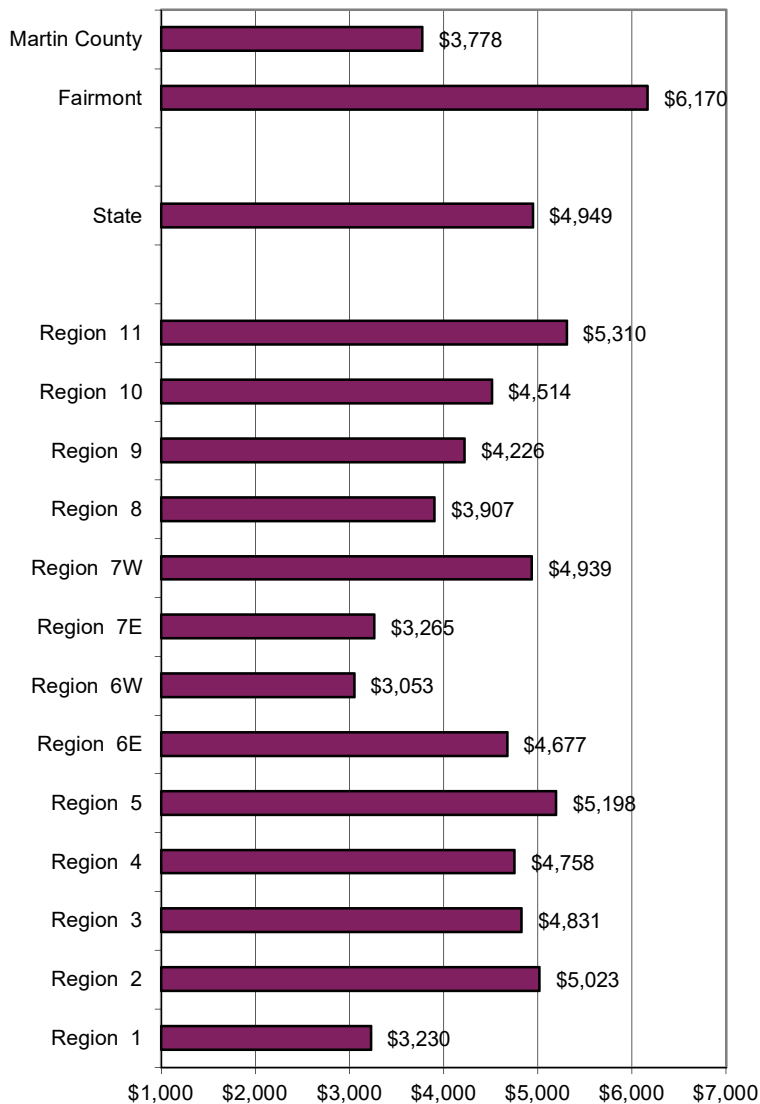
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Compare the Community to the Region

Fairmont and Martin County

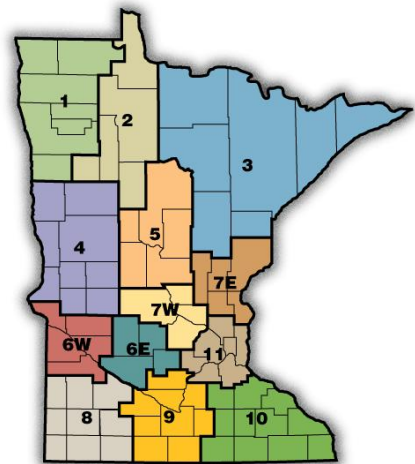
On other pages of this report we compared communities using a combination of retail sectors and service sectors. The information on this page only includes businesses in **retail trade** and does not include service sectors. The retail trade sectors include the following: building materials, motor vehicles & parts, clothing, food stores, electronics, convenience stores, leisure goods, health stores, furniture, general merchandise, non-store retail, and miscellaneous stores.

2015 Retail Sales per capita



[Click here](#)

Minnesota Development Regions



Data Sources and Definitions

The University of Minnesota Extension has developed this retail trade analysis program to assist in the economic development of Minnesota towns and cities. These reports are available for all Minnesota counties, for most cities above 5,000 populations and for a few cities smaller than 5,000 population. The retail sector of each jurisdiction can be evaluated by comparing its trends to those of other similar jurisdictions. Business people and economic development officials can use measures such as pull factors and leakages to determine the need and feasibility of new retail businesses.

DATA SOURCES

Most of the data in the analysis are based on annual reports of Minnesota sales tax, published by the Minnesota Department of Revenue. The Department of Revenue published an annual report of sales and use tax by jurisdiction until 1996, at which time the reports were released biannually due to budget constraints. This analysis uses the available reports from 1990-1996, 1998, 2000, and 2003 through 2015. The reports interpolate data for the years in which data are not available. See http://www.revenue.state.mn.us/research_stats/Pages/Sales-and-Use-Tax-Statistics-and-Annual-Reports.aspx . The income data in this report are from Bureau of Economic Analysis (BEA) reports. (See http://www.bea.gov/iTable/index_regional.cfm) Population data after 2009 are derived from the state demographic center. (See <http://mn.gov/admin/demography/data-by-topic/population-data/our-estimates/index.jsp>)

Sales and use tax permit holders file returns and remit taxes on a monthly, quarterly or annual basis. Large businesses such as discount department stores whose tax is more than \$500 per month are required to file on a monthly basis, while medium-sized businesses whose sales tax collections are less than \$500 per month, are required to file on a quarterly basis and small businesses with sales tax collections less than \$100 per month would most likely file on an annual basis.

DEFINITION OF TERMS

Gross Sales

Gross sales include taxable sales and exempt sales for businesses holding sales and use tax permits. This is the most inclusive indicator of business activity for the reporting jurisdictions but it can be misleading when used in comparisons. At times commodity items (like gasoline) that are not taxable can have large price variations, creating huge swings in gross sales.

Taxable Sales

Taxable sales are the amount of sales subject to sales tax. Taxable sales exclude exempt items, items sold for resale, items sold for exempt purposes and items sold to exempt organizations. For more information on what is taxed in Minnesota, see "Minnesota Sales and Use Tax Instruction Booklet" available on the web at http://www.revenue.state.mn.us/Forms_and_Instructions/sales_tax_booklet.pdf .



Current and Constant Dollar Sales

Current dollar (or "nominal dollar") sales are sales as reported by the state. No adjustment has been made for price inflation. In general this measure of sales is not satisfactory for comparisons over long periods of time since it does not account for changes in population, inflation, or the state's economy. Constant dollar (or "real dollar") sales reflect changes in price inflation by adjusting current dollar sales with the Consumer Price Index (CPI). Constant dollar sales indicate the real sales level with respect to a base year. This is a more realistic method of evaluating sales over time than current dollar comparisons, but still does not take into consideration changes in population or changes in the state's economy.

Number of Businesses

The number of sales and use tax permit holders who filed one or more tax returns for the year are reported as the number of businesses.

Reporting Period

The reporting periods though 2005 in this report are calendar years. For example, the sales reported for the year 2000 are for the period, January 1, 2000 to December 31, 2000. The Sales and Use Tax Statistics reports for 2006 and 2007 use a slightly different methodology than in previous years. Rather than basing the report on the year in which sales were made (as was true in earlier reports), the 2006 and 2007 reports were based on when returns were processed. Starting in 2008, the reports are again based on the calendar year when the sales occurred.

Per Capita Sales

Per capita (or "per person") sales are calculated by dividing current dollar sales by the population estimate. In areas where population is subject to substantial change, this is a more satisfactory measure of sales activity than sales alone. However, it still does not reflect changes in the state economy.

Number of Businesses

The number of sales and use tax permit holders who filed one or more tax returns for the year are reported as the number of businesses.

Pull Factor

The pull factor was developed by Dr. Ken Stone, an economist from Iowa State University Extension Service, to provide a precise measure of sales activity in a locality. It is derived by dividing the per capita current dollar sales of a city or county by the per capita sales for the state. For example, if a city's per capita sales are \$20,000 per year and the state per capita sales are \$10,000 per year, the pull factor is 2.0 ($\$20,000 \div \$10,000$). The interpretation is that the city is selling to 200 percent of the city population. Worth noting that local consumption patterns or local average prices may skew pull factors. As example, a city may not have enough people willing to buy \$35 steak dinners to support restaurants that typically carry expensive selections.

Pull factors are good measures of sales activity because they reflect changes in population, inflation, and the state economy. Pull factors are available through the University of Minnesota Extension for total taxable sales for all cities with reported sales (generally, cities with a population of 5,000 or more) since 1990. The pull factors listed in this report are not adjusted for differing income levels in different communities; they are simply the ratio of local per person sales to the state average. Income levels are accounted for in the expected sales and potential sales formulas, described below.



Typical Pull Factor

The typical pull factor is a pull factor that represents the “norm” for cities within a population group. It is an average for cities within a population group excluding some of the outliers in the group.

Personal Income

Personal income is defined as the income received by, or on behalf of, all the residents of the county (state) from all sources. Personal income is the estimated sum of wage and salary earnings, supplements to wages and salaries (e.g., contributions to retirement funds, health plans, life insurance policies), proprietors' income, rental income, personal dividend income, personal interest income, and personal current transfer receipts to persons (e.g. receipts of Social Security, disability, worker's compensation, Medicare/Medicaid, food stamps, etc.) less contributions for government social insurance (e.g. Social Security, Medicare).

Index of Income

This index provides a measure of income, relative to the state, which is calculated by dividing local per capita income by state per capita income. The base is 1.00. For example, an index of income of 1.20 indicates that per capita income in the area is 20 percent above the state average.

Expected Sales

Expected sales are a retail performance benchmark. It is an estimate of the sales level a city would achieve if it were performing on par with Minnesota cities of a similar size. In addition to population and income variables, expected sales incorporate the typical strength of comparable communities via the typical pull factor. Expected sales are the product of city population, state per capita sales, the index of income and the typical pull factor. For example, if a city has a population of 5,000, the state per capita sales are \$9,000, the typical pull factor is 1.30, and the index of income is 1.03, expected sales are approximately \$60 million per year ($5,000 \times \$9,000 \times 1.30 \times 1.03$). This provides a means of comparing what is expected for a city of a certain size to what is actually happening.

Potential Sales

Potential sales are an estimate of the amount of money that is spent on retail goods and services by residents of a county. It is the product of county population, state per capita sales and the index of income. The potential sales concept for counties is similar to the expected sales calculations for cities. However, potential sales do not utilize a measure of average pulling power (like the typical pull factor that is used in the expected sales equation). Since a county is a relatively large region within which retail business takes place, counties are compared without adjustments for trade area size.

Variance between Actual and Expected Sales (Surplus or Leakage)

The variance between actual and expected sales is how much retail sales differ from the “norm” (i.e., the amount above or below the standard established by the expected sales formula). When actual sales exceed expected sales, we say the city has a “surplus” of retail sales. When actual sales fall short of expected sales, we say the city has a retail sales “leakage”. The set of similarly-sized cities in Minnesota is the peer group to which the comparison is being made. Discrepancies between expected and actual sales occur for a variety of reasons.



Trade Area Population Gain or Loss

The trade area population gain or loss translates the percentage amount of surplus or leakage of retail sales into an estimate of the number of customers gained or lost in the trade area. It is calculated by multiplying the percent surplus or leakage by the population estimate for the city or county. For example, if a city with 10,000 residents had a retail sales surplus of 20%, the trade area population gain would be 2,000. Adding this number to the city's population gives an estimate of the population size of the city's trade area.

Calculating Expected Sales Using Comparisons with Other Rural Cities

Beginning in the middle of 2013, Retail Trade Analysis reports for cities outside of the 7-county Twin Cities area contained new Rural Community Trade Area Analysis pages. The earlier paragraph of how Expected Sales are calculated explained that a typical pull factor of similar-sized cities was used in the formula. These new pages for rural communities only use similar cities that meet the following three criteria: 1) within approximately 30% of similar population; 2) located outside of the 7-county metro area; 3) have a similar location on the trade-center hierarchy scale. Cities with a similar trade center hierarchy have a history of similar total taxable retail and service sales. This method will keep the pull factors from metro cities like Mendota Heights and Little Canada being used in calculations for rural cities like Fairmont and Grand Rapids. More information on trade center hierarchy can be found in the article *Trade-Center Hierarchy in Greater Minnesota* authored by Craig and Schwartau at <http://www.cura.umn.edu/publications/catalog/reporter-41-3-4-2>. This article noted there was little relative movement in any one city's hierarchy ranking with just a few exceptions where dramatic economic changes occurred.

CAUTIONS

Gross Sales

Gross sales are a comprehensive measure of business activity, but readers should be aware that the numbers in this report are self-reported by holders of sales and use tax reports. Furthermore, the gross sales are not audited by the State of Minnesota. It is believed that the gross sales figures are generally reliable, but there is the possibility of distortions, especially in smaller cities where misreporting may have occurred.

Misclassification

Holders of sales and use tax permits select the North American Industry Classification System (NAICS) category that best fits their business. Regardless of who makes this classification, errors are occasionally made. Also, sometimes a business will start out as one type of business, but may evolve over time to a considerably different type of business. Misclassifications can distort sales among business categories, especially in smaller cities. For example, a furniture store that is classified as a general merchandise store, will under-report the sales in the furniture store category and over-report the sales in the general merchandise category.

Suppressed Data

The sales data for merchandise categories that have less than four reporting firms are not reported. This is a measure taken by most states to protect the confidentiality of sales tax permit holders. The sales for suppressed retail categories are placed into the miscellaneous category and are included in total sales. The sales for suppressed service categories are placed into the NAICS 999 category and are not included in total sales.



Consolidated Reporting

Vendors doing business at more than one location in Minnesota have the option of filing a separate return for each location or filing one consolidated return for all locations. The consolidated return shows, for each business establishment, the sales made, tax due and location by city and county. Data for the establishments of consolidated filers are combined with data for single-location filers to produce the figures in this report. Occasionally consolidated reports may not be properly deconstructed and all the sales for a company may be reported for one city. Whenever misreporting is discovered, contacts are made by the Minnesota Revenue Department to clarify the situation.

Changes between 2000 and 2003

For fiscal year 2003, the Minnesota Department of Revenue implemented two major changes to improve their reporting of sales and use tax data. First, they adopted a geo-coding system, which accurately identifies the location of all business reporting sales and use tax to the state rather than relying on the businesses' postal addresses. One effect of this change is a movement of sales between neighboring cities (and in some cases, counties) in the year 2003. Thus, in several of the suburbs of Minneapolis and St. Paul and in cities such as Hermantown, which is adjacent to Duluth, the data shows large increases in retail sales between 2000 and 2003, a substantial portion of which is due to the re-coding of business location and not to actual growth in sales.

The second change implemented by the Department of Revenue in 2003 was a shift from the Standard Industrial Classification system (SIC codes) to the 2002 North American Industry Classification System (NAICS codes). This switch does affect the comparability of the data series prior to 2000 with that of 2003 (and beyond), especially for merchandise categories. Overall retail and services sales are highly comparable over time. In many cases, the merchandise categories for the data prior to 2003 are very closely related to the new categories. For example, approximately 97% of the 2003 statewide sales in the general merchandise category were accounted for by firms also classified as general merchandise under the SIC system. In other cases, the correspondence is less straightforward. For example, only 56% of 2003 statewide sales in the Food and Beverage store category were accounted for by firms classified as Food Stores under the older classification system; 41% of 2003 Food store sales were accounted for by firms previously categorized as Miscellaneous Retail.

The 2002 NAICS system does provide greater detail and introduces some new sectors, such as Retail Electronics. Over time, these changes will improve the information available for retail trade analysis.

Pull Factor Changes after 2013

The calculation for pull factor, as described on Definitions page 2, uses the divisor “state sales per capita.” Prior to 2013, the state taxable sales amount was obtained from the Minnesota Department of Revenue “Statewide by 3-Digit Industrial Code” sales tax report. However, certain retail and service categories have a large portion of their sales occurring from businesses outside of Minnesota. These include non-store retailers and the information service NAICS categories (telecommunications, publications, and broadcasting). Beginning with the 2013 data, the Minnesota sales from out-of-state businesses are no longer included in the calculation for the pull factor. While the individual retail and service sector pull factors in this report are not greatly affected by this change (except for non-store retail), the overall pull factor for the city may be increased by 8 to 14% depending on the amount of internet, mail order, and phone sales each year.